

FIGURE 1:
SYSTEM CONFIGURATION

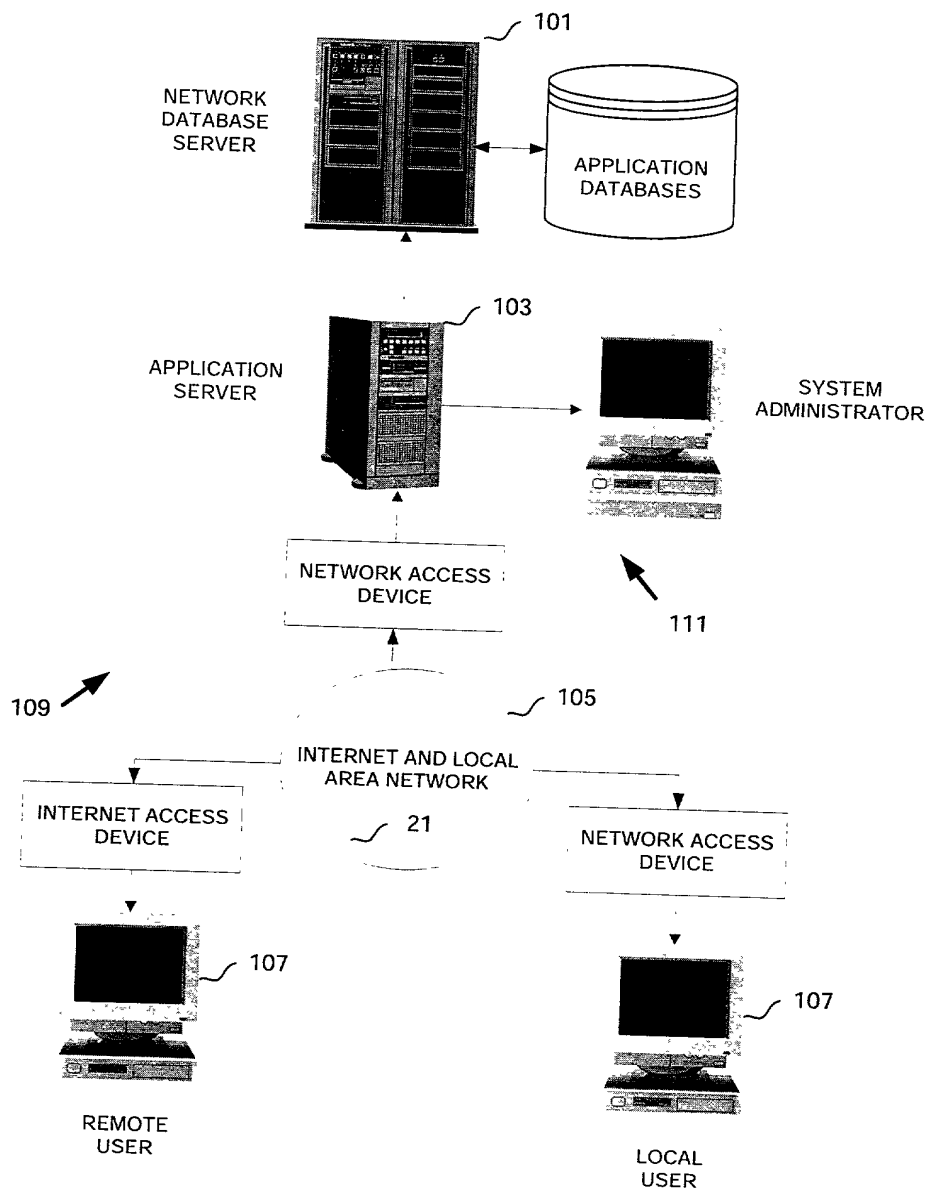
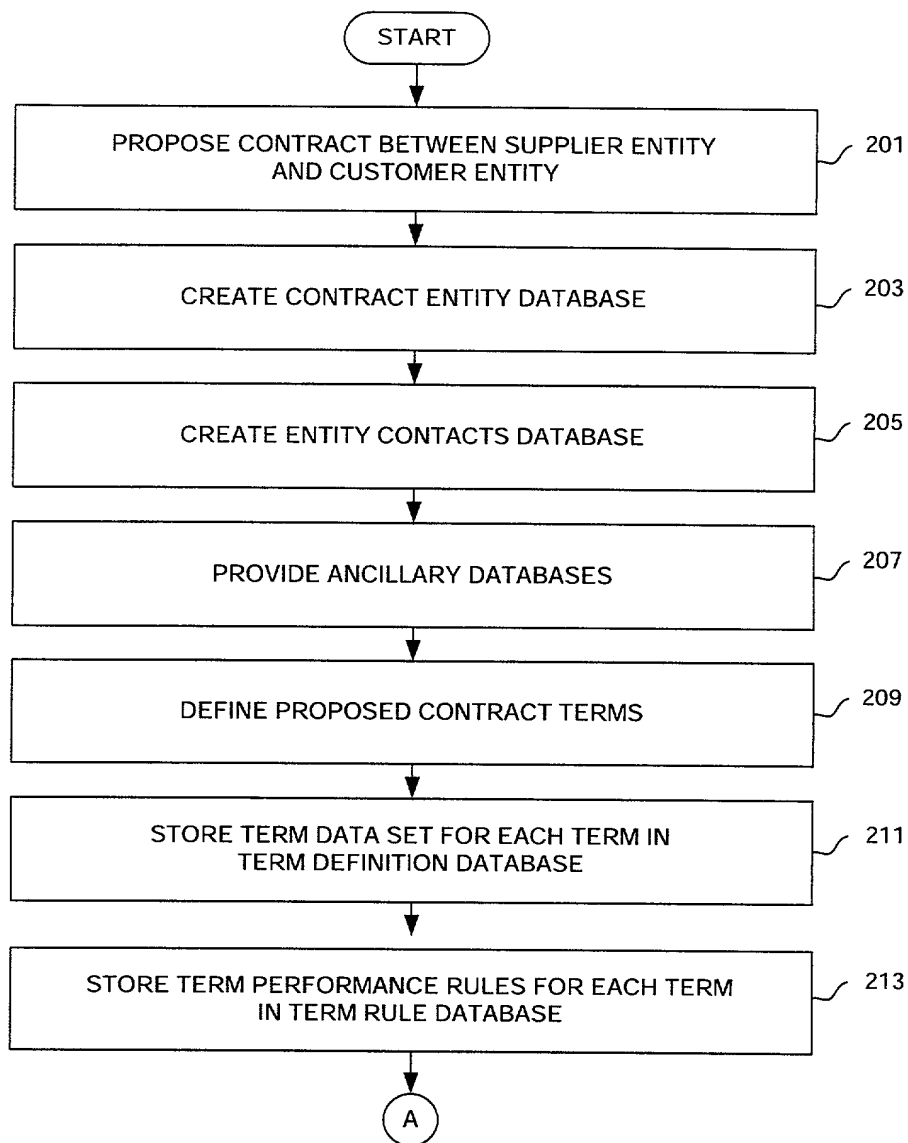


FIGURE 2.A:
METHOD OF GENERATING A CONTRACT



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FIGURE 2.B:
METHOD OF GENERATING A CONTRACT

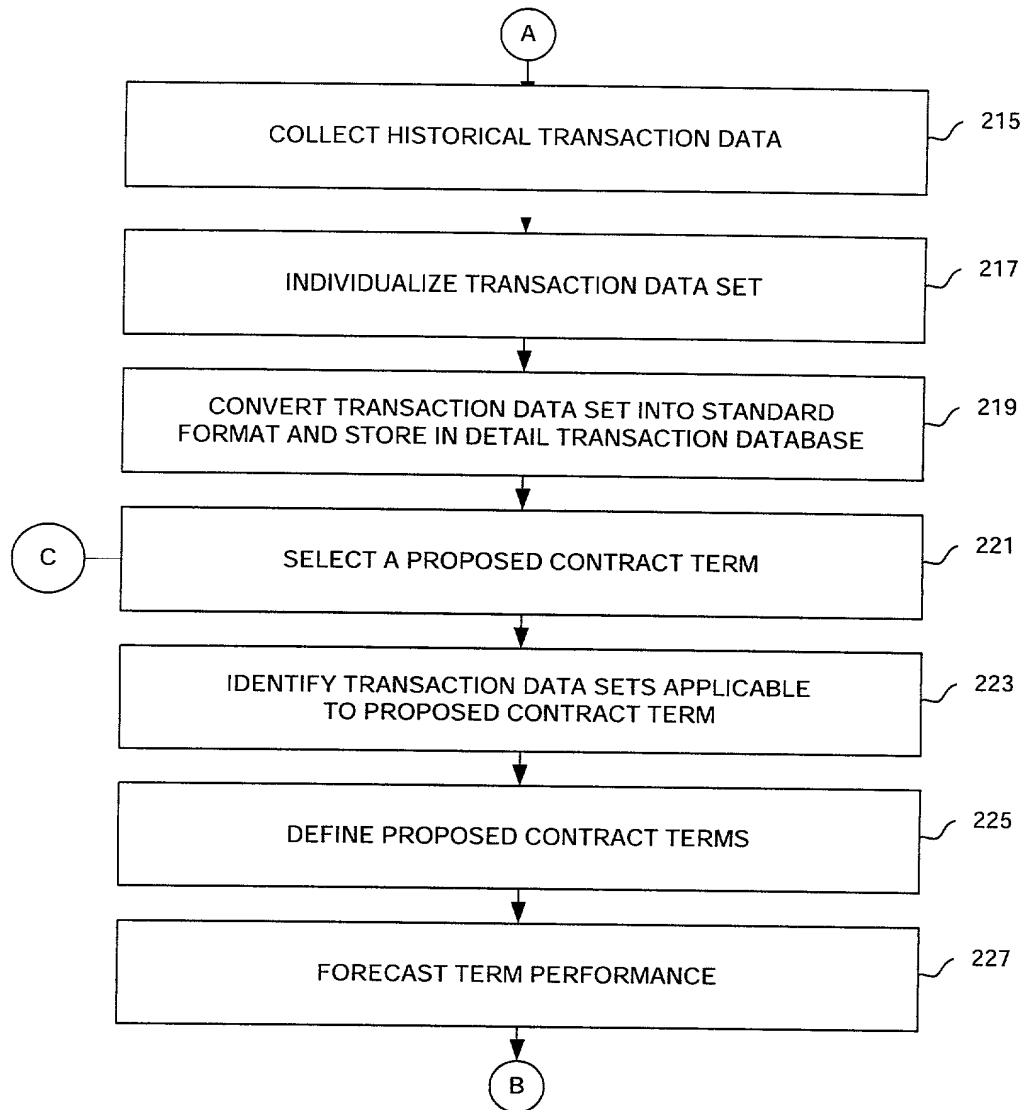


FIGURE 2.C:
METHOD OF GENERATING A CONTRACT

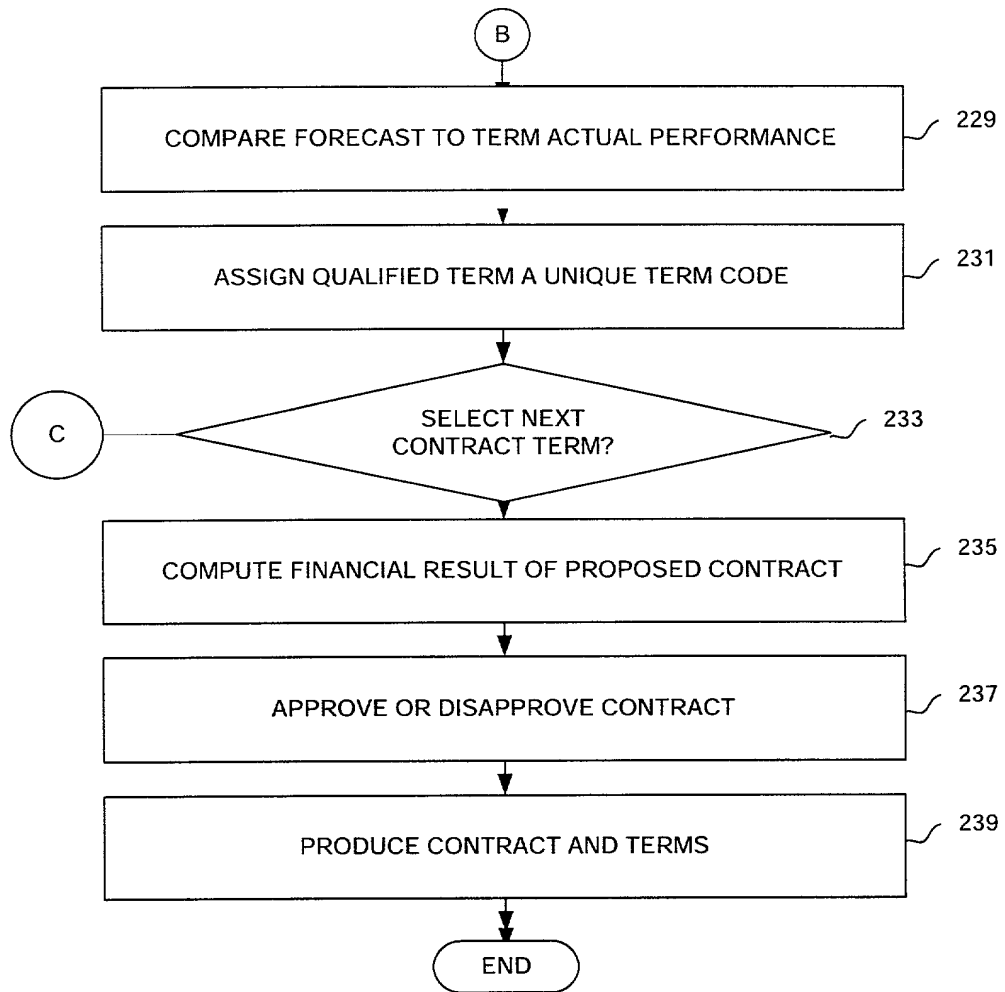


FIGURE 3:
COMPUTER PROCESSOR AND DATABASES

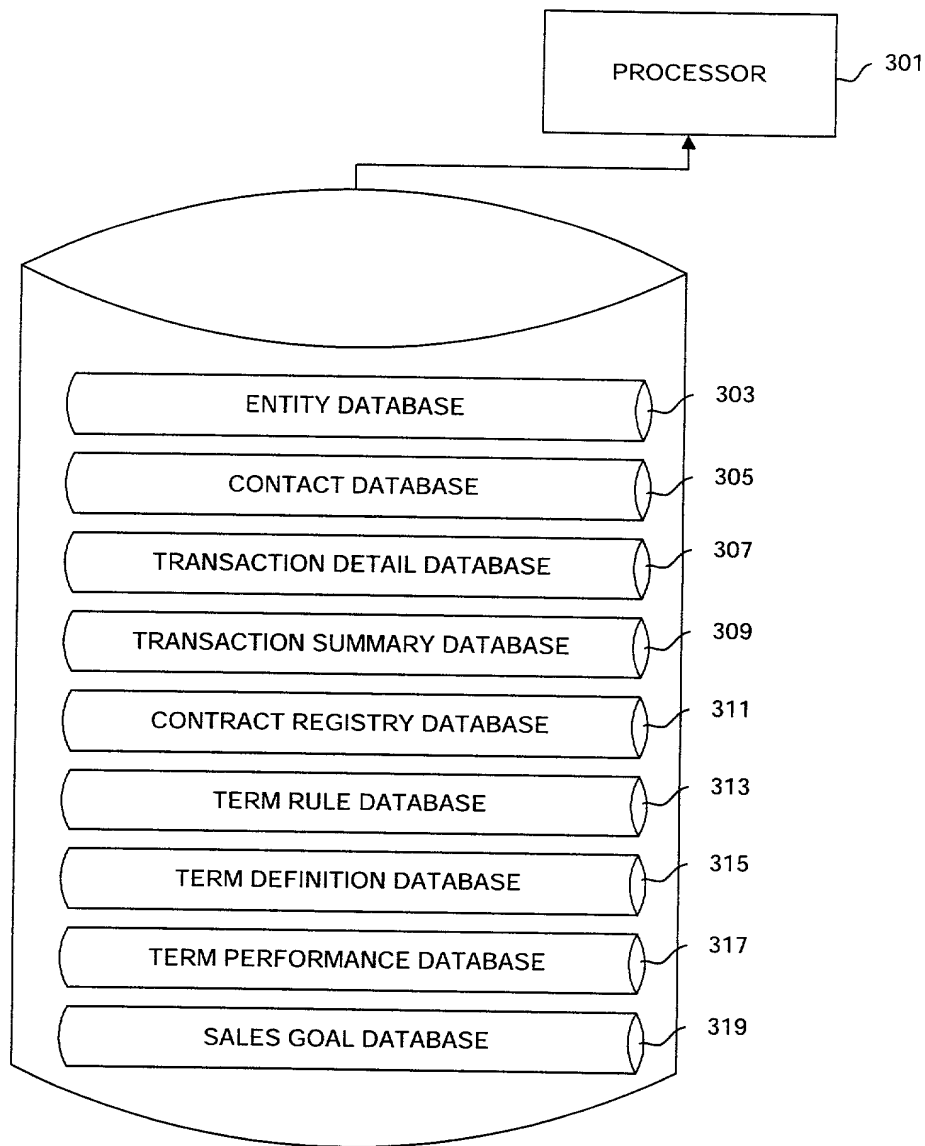


FIGURE 4.A
CONTRACT-DESIGNATED TRANSACTION

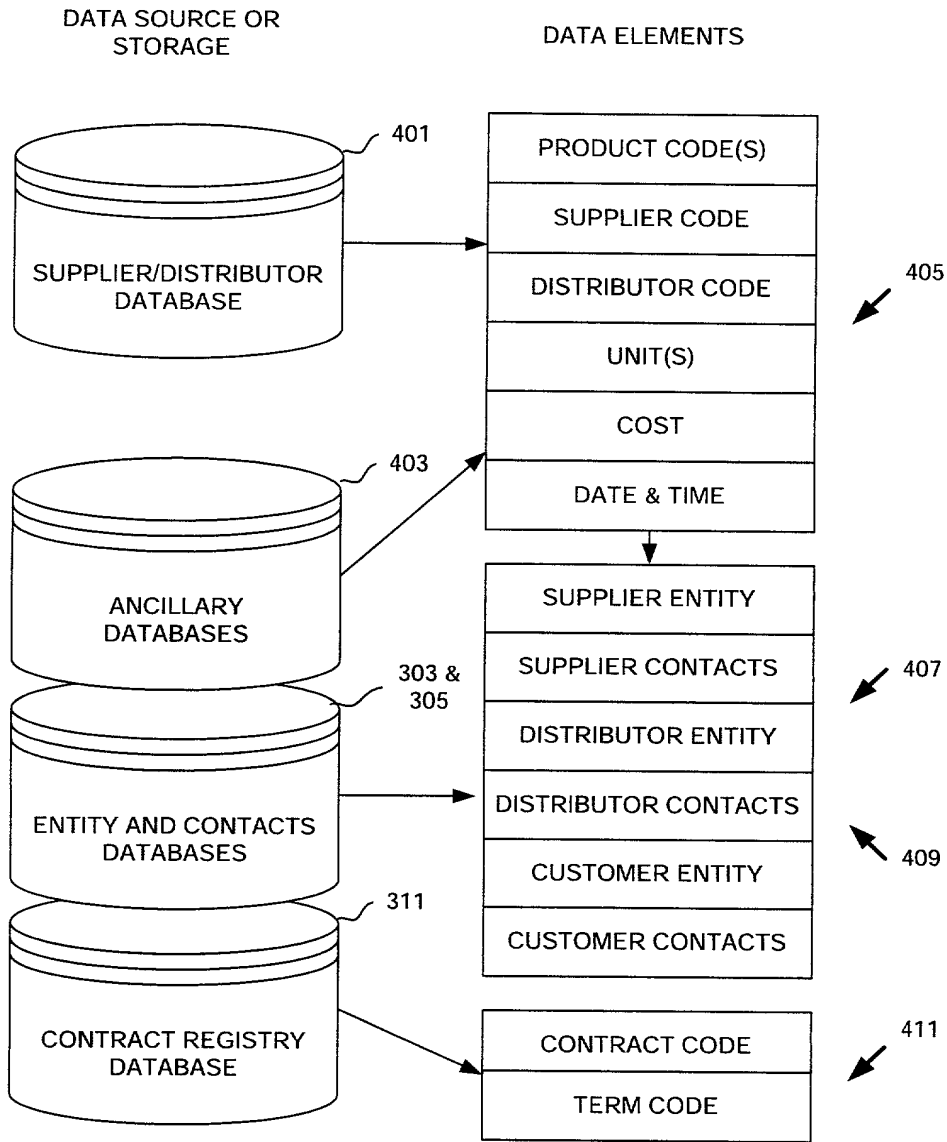
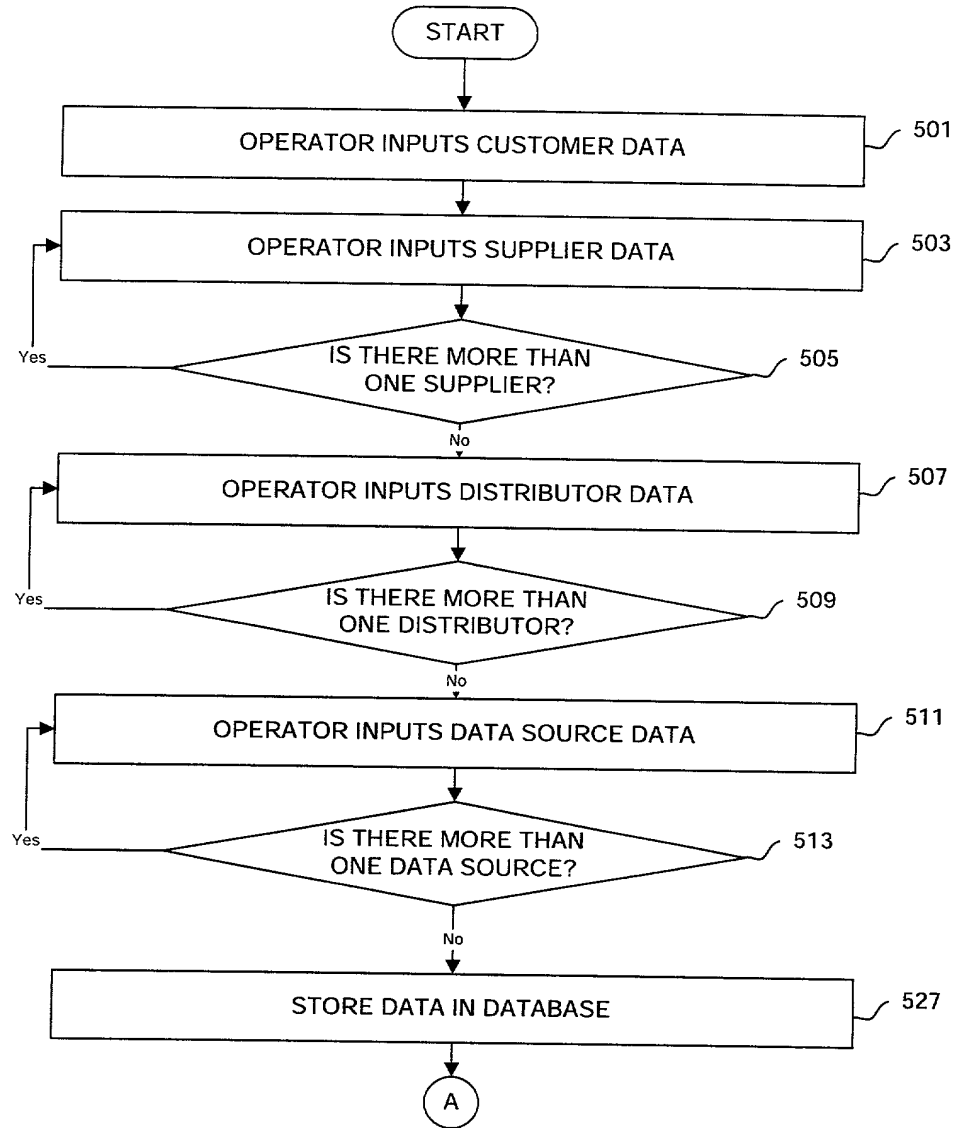


FIGURE 5.A
INPUT CONTRACT ENTITIES AND CONTACTS



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TOP SECRET

FIGURE 5.B
INPUT CONTRACT ENTITIES AND CONTACTS

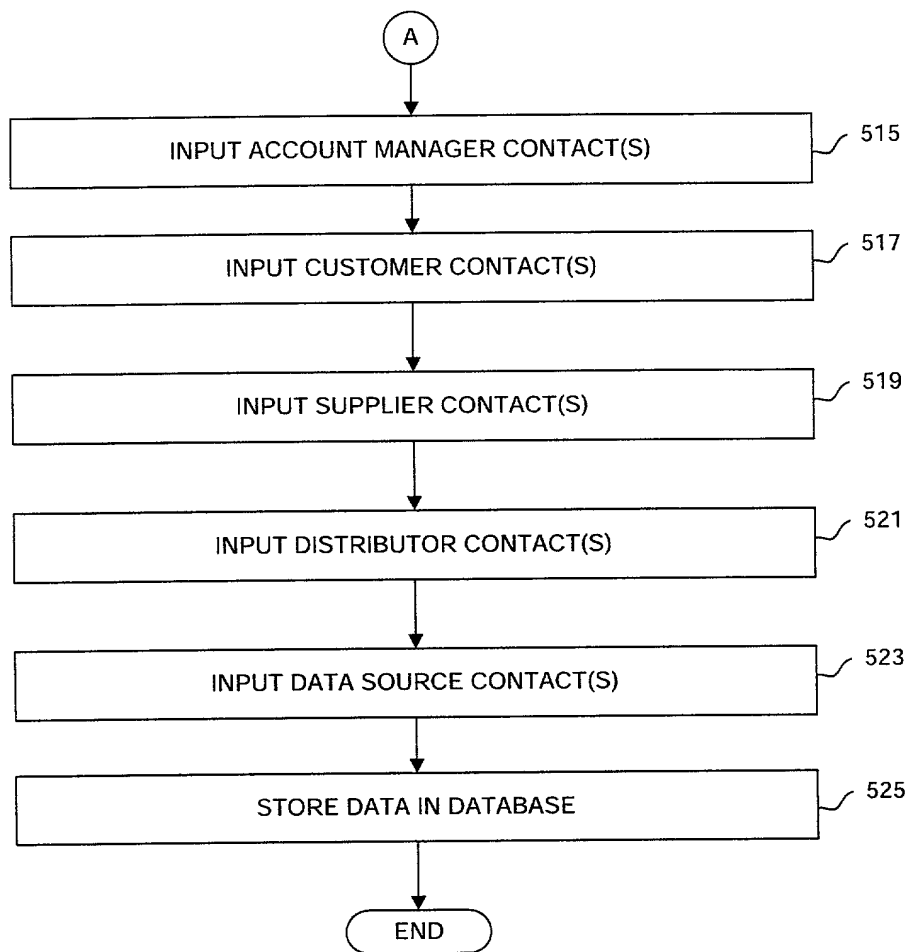


FIGURE 4.B
CONTRACT-DESIGNATED TRANSACTION

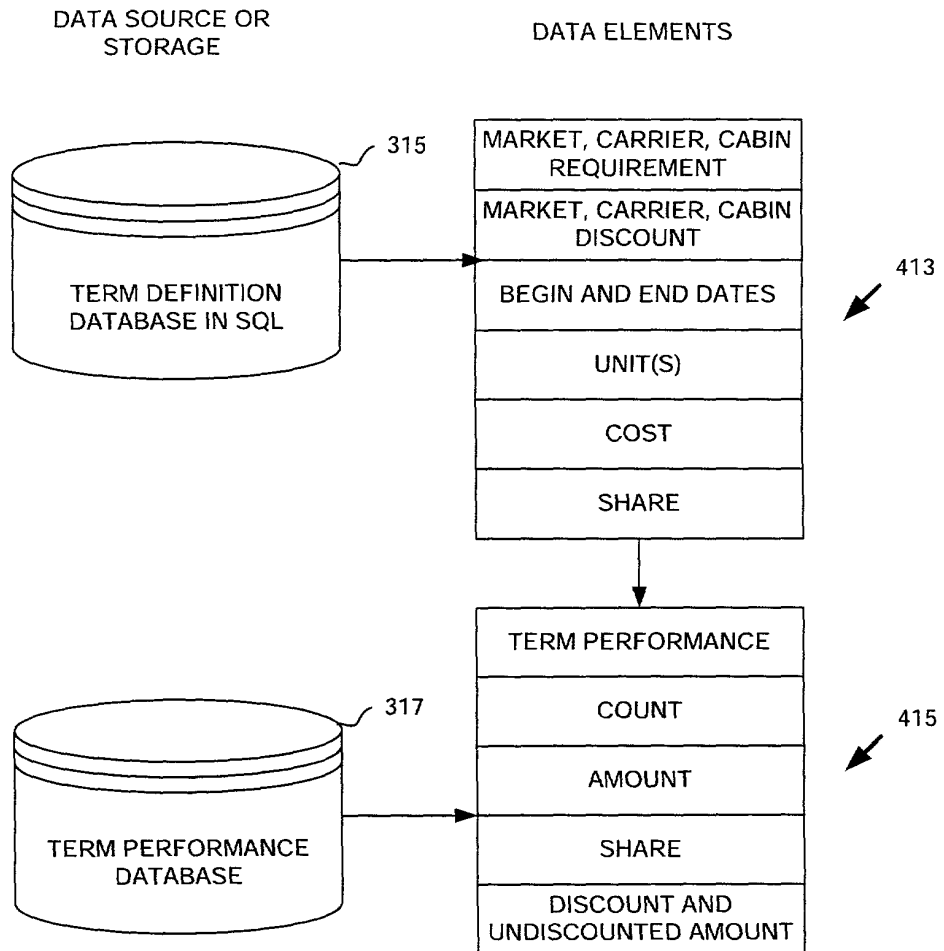


FIGURE 6:
ESTABLISH CONTRACT AND TERM RULES

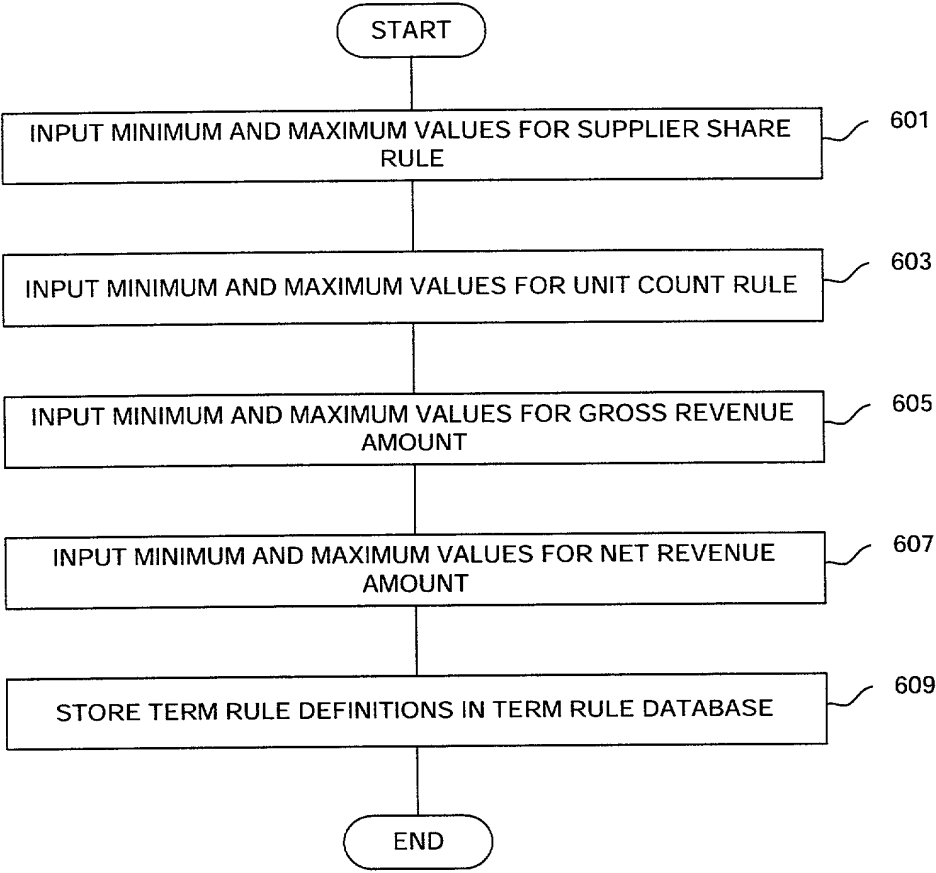
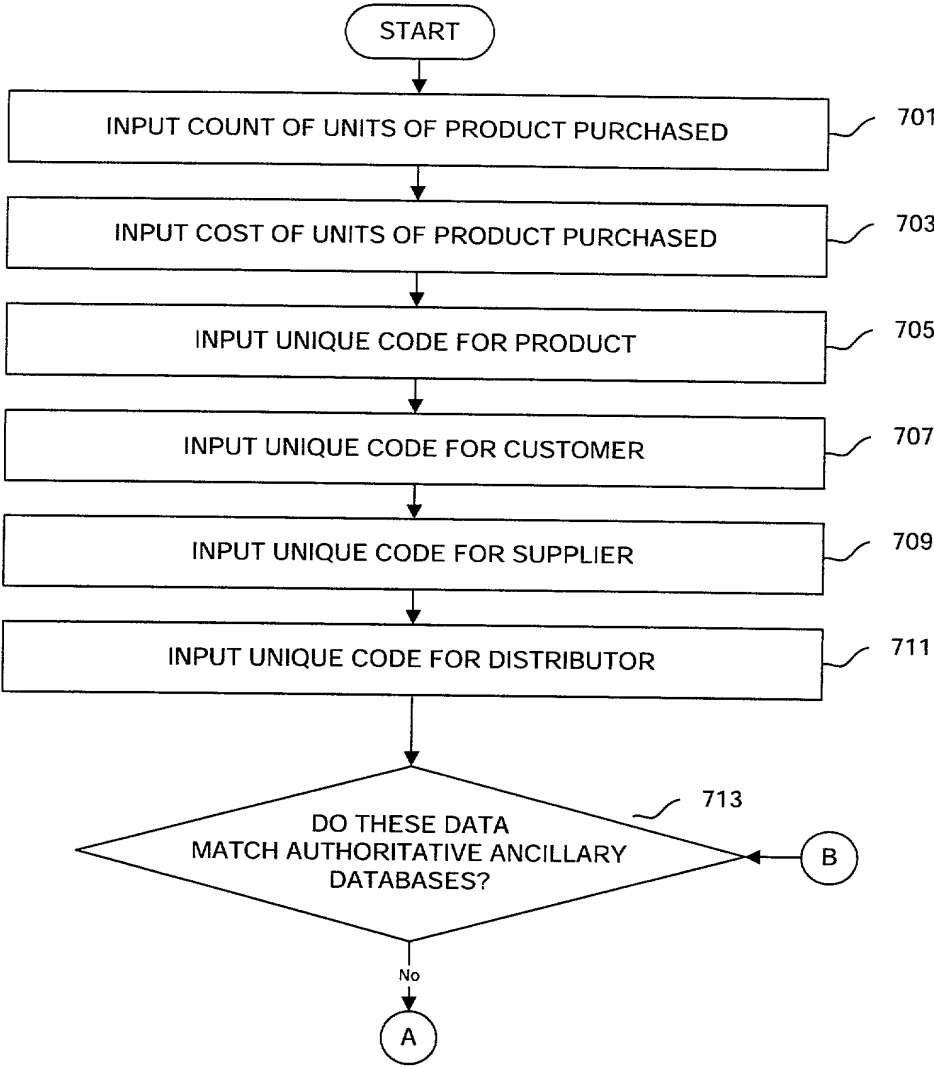


FIGURE 7.A:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT



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FIGURE 7.B:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

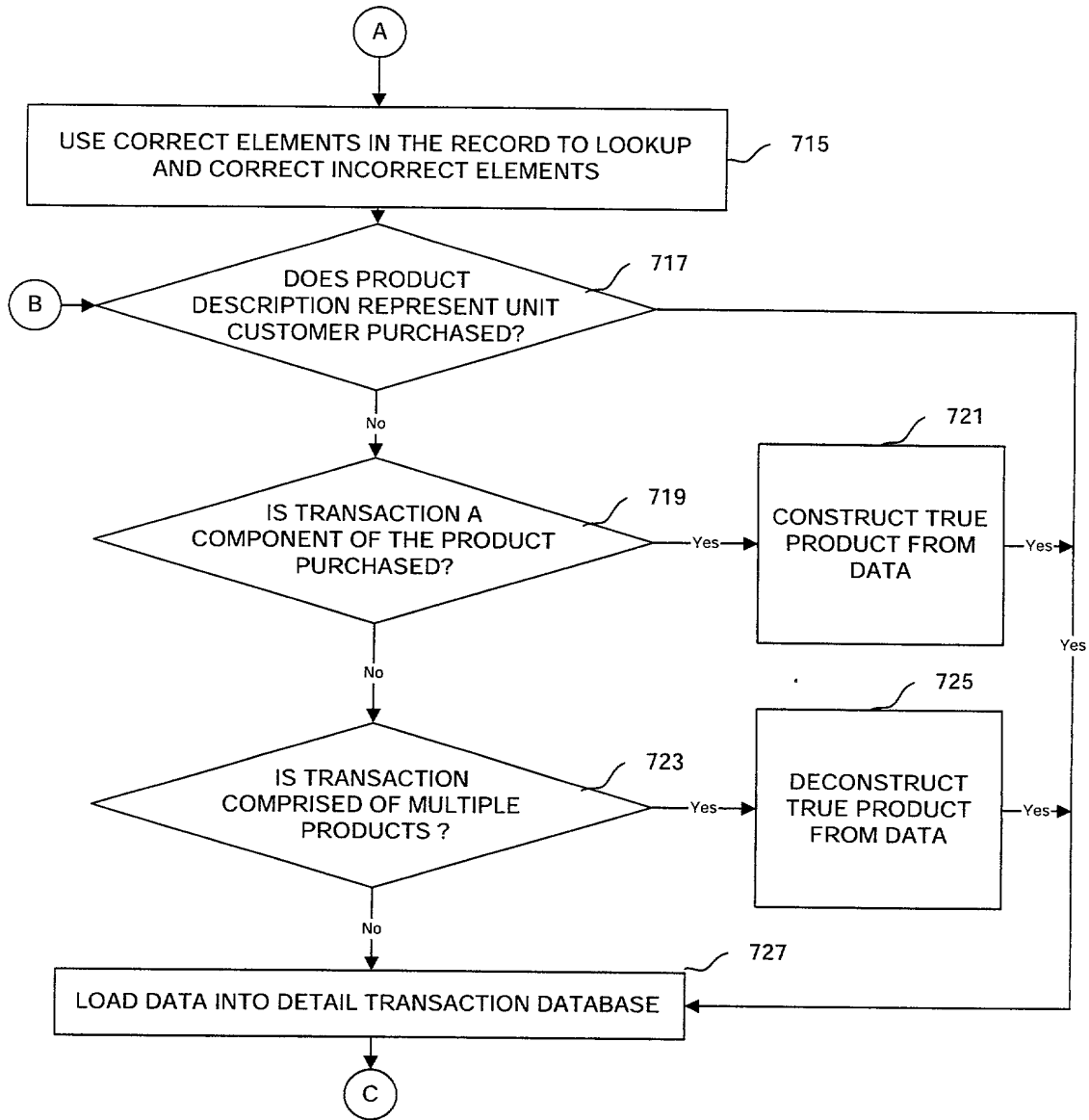


FIGURE 7.C:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

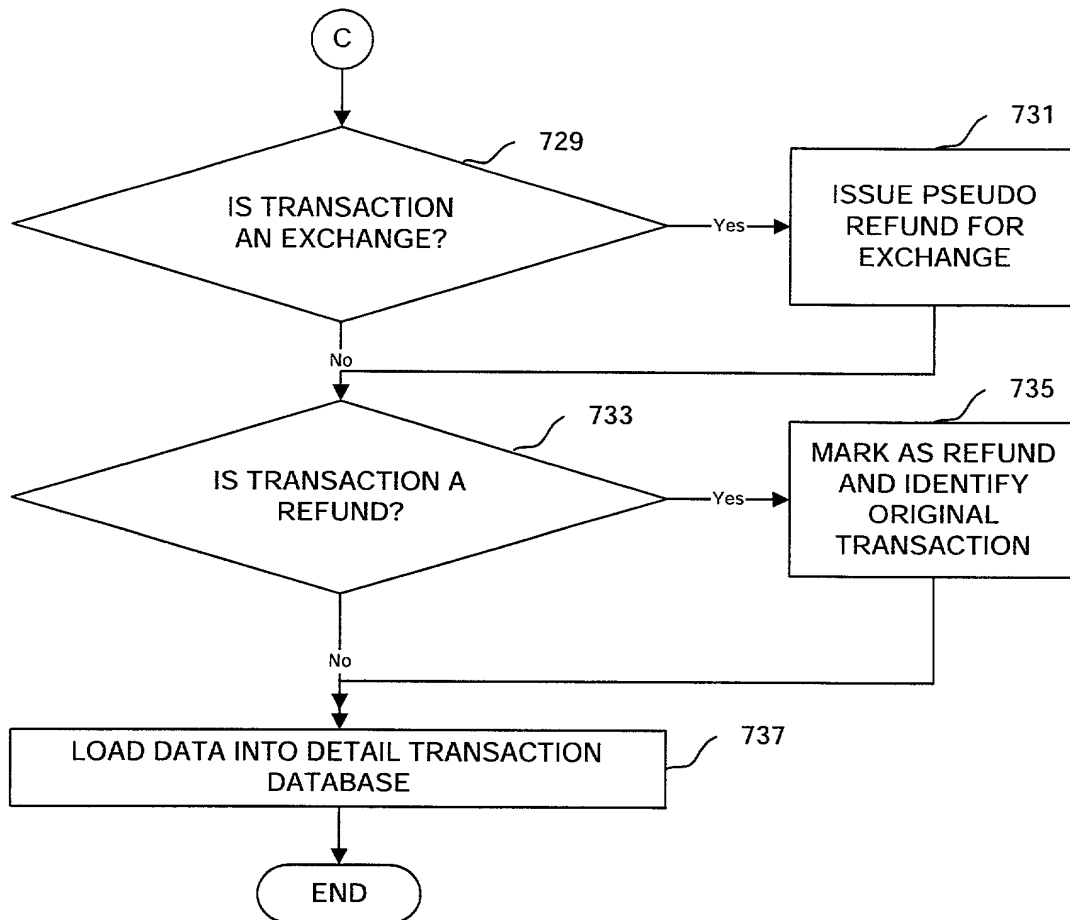


FIGURE 8.A
DEFINE CONTRACT AND PERFORMANCE TERMS

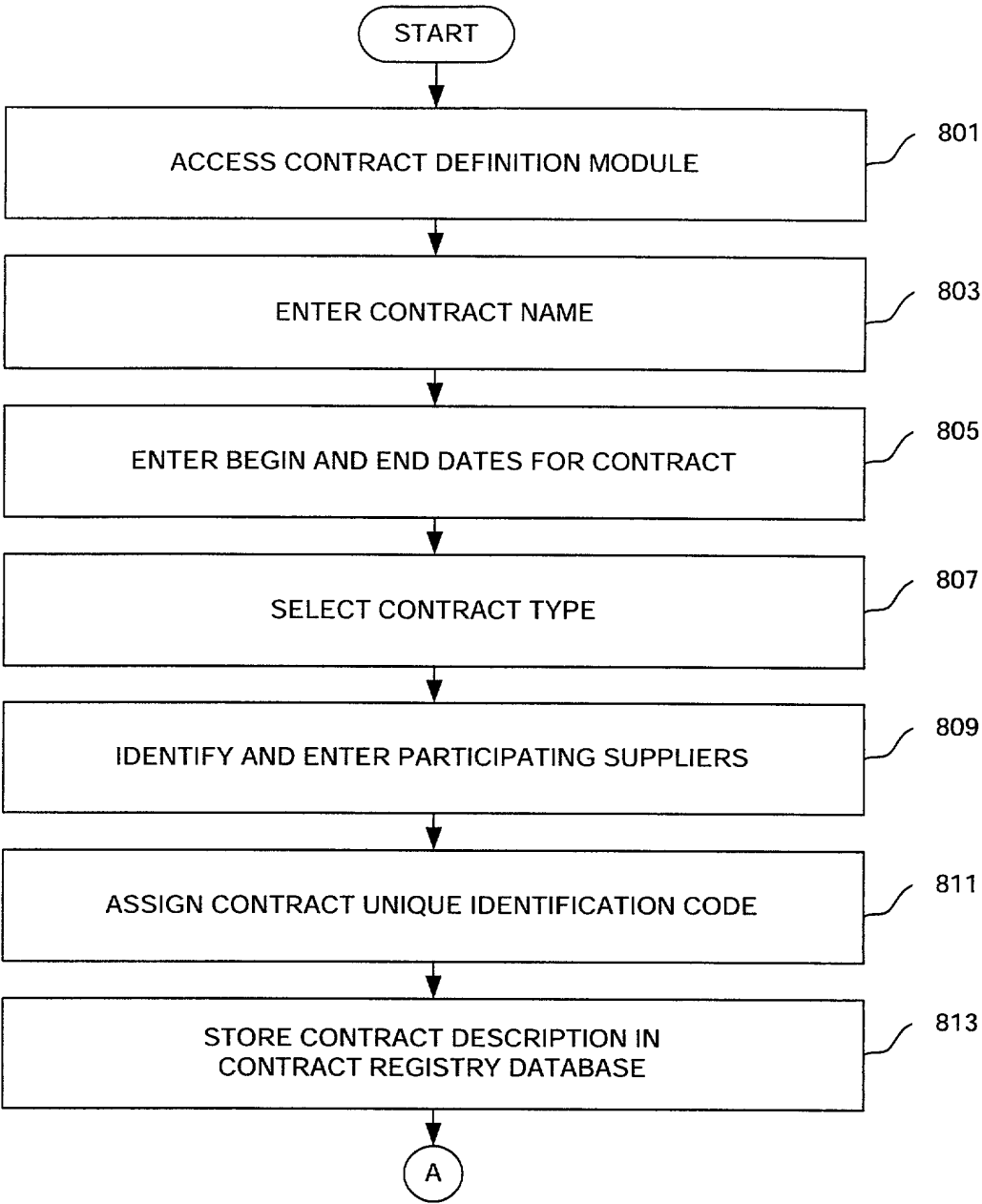


FIGURE 8.B
DEFINE CONTRACT AND PERFORMANCE TERMS

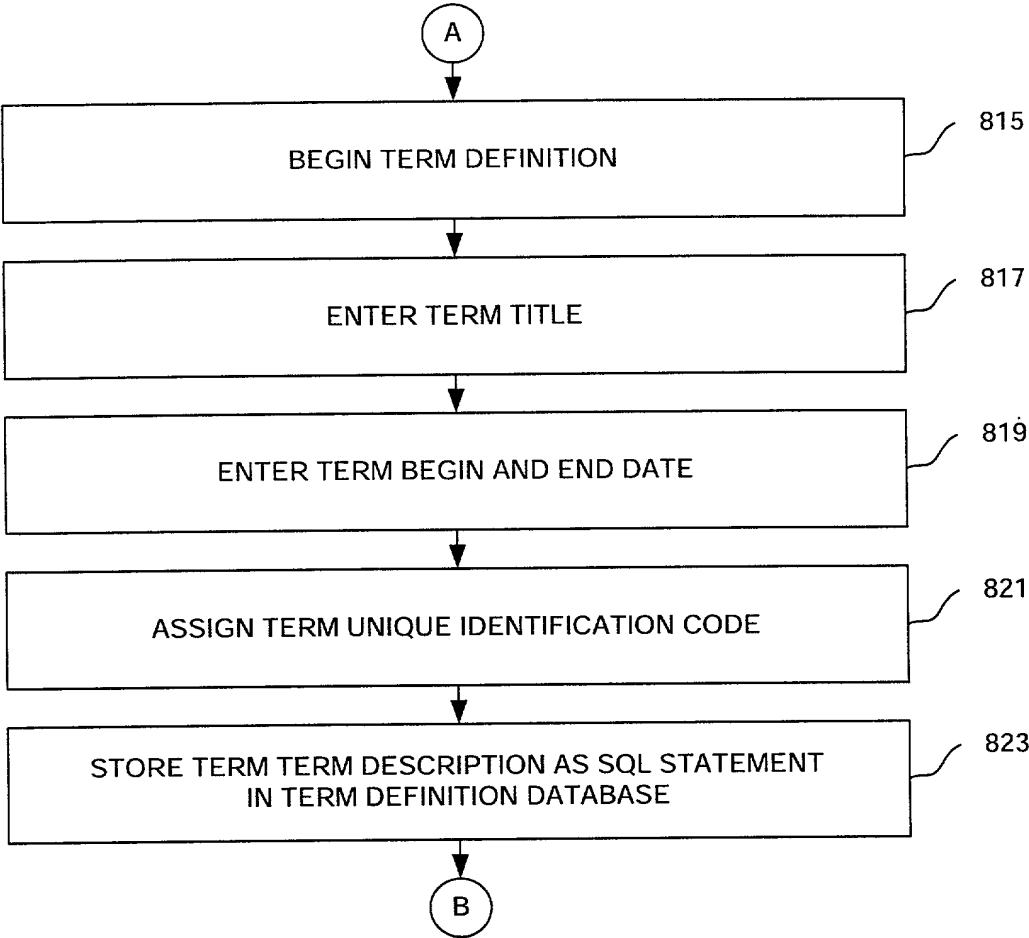
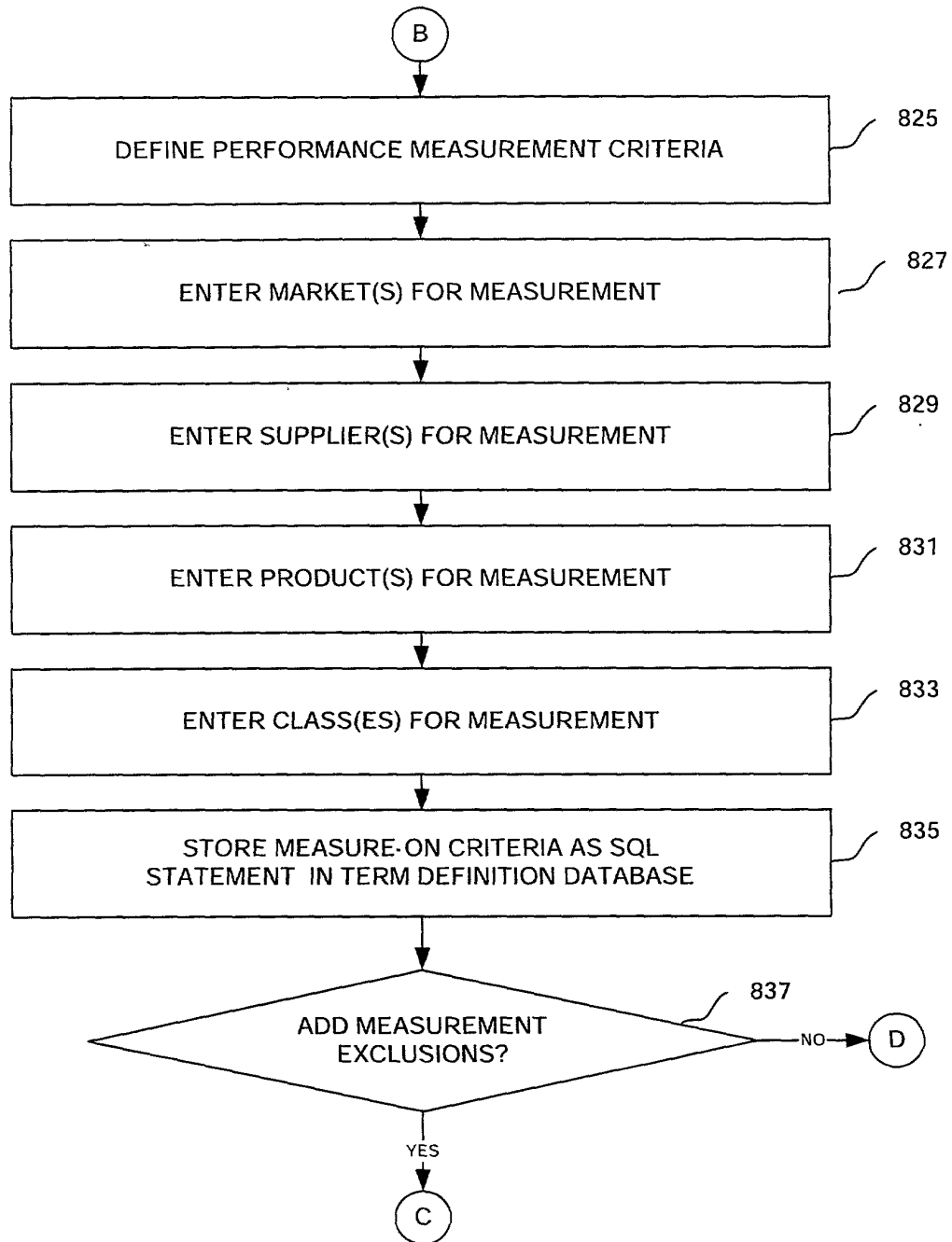


FIGURE 8.C
DEFINE CONTRACT AND PERFORMANCE TERMS



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FIGURE 8.D
DEFINE CONTRACT AND PERFORMANCE TERMS

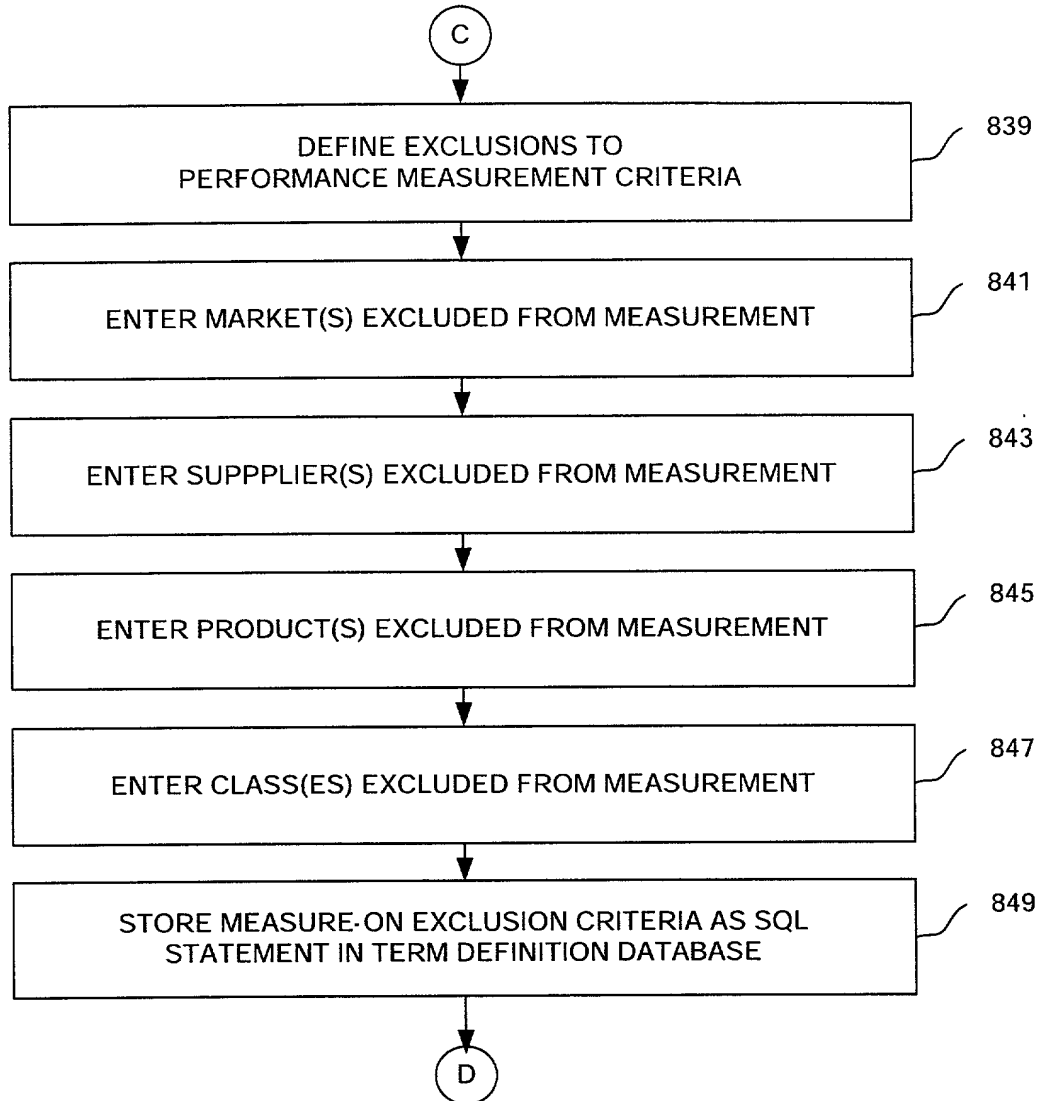


FIGURE 8.E
DEFINE CONTRACT AND PERFORMANCE TERMS

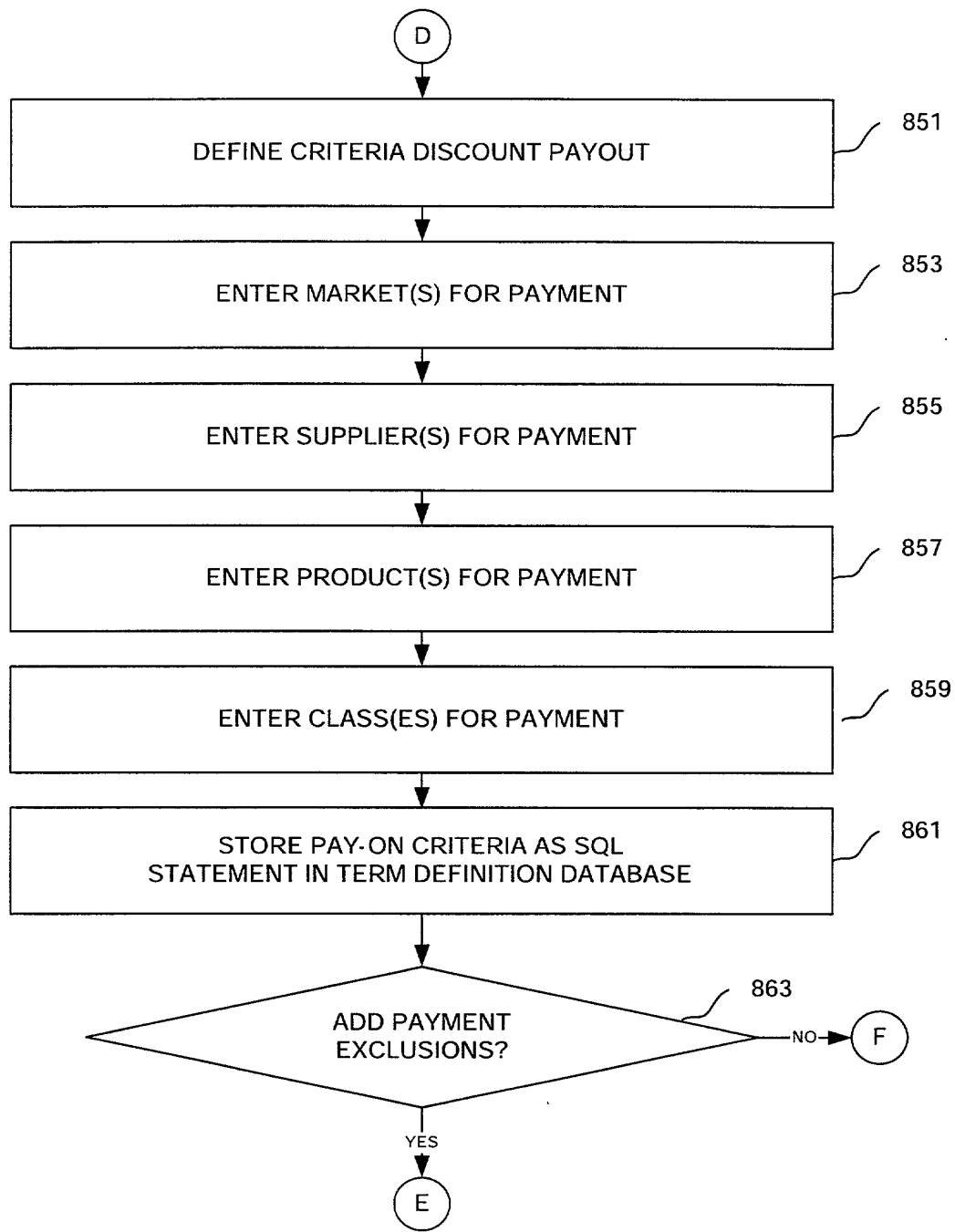


FIGURE 8.F
DEFINE CONTRACT AND PERFORMANCE TERMS

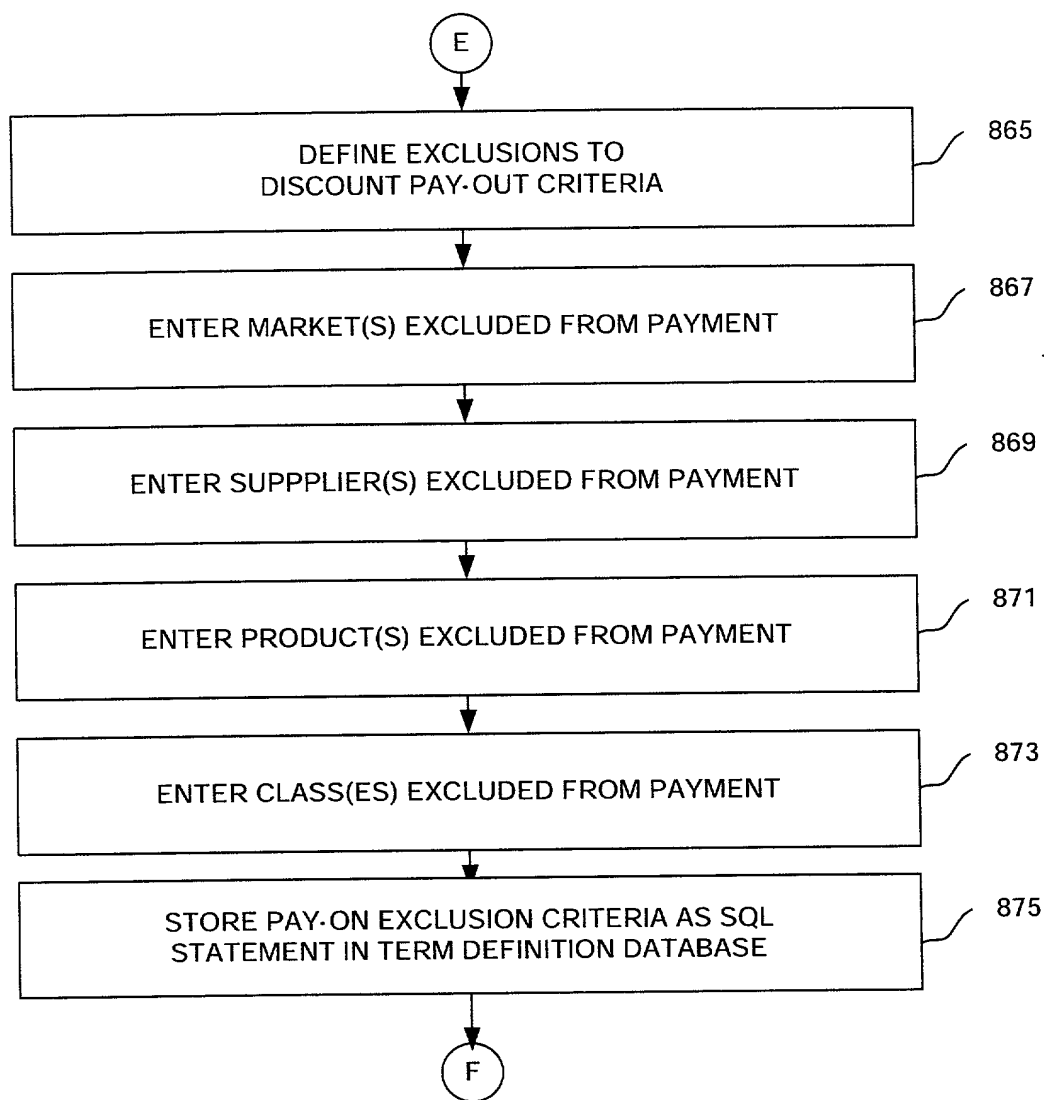


FIGURE 8.G
DEFINE CONTRACT AND PERFORMANCE TERMS

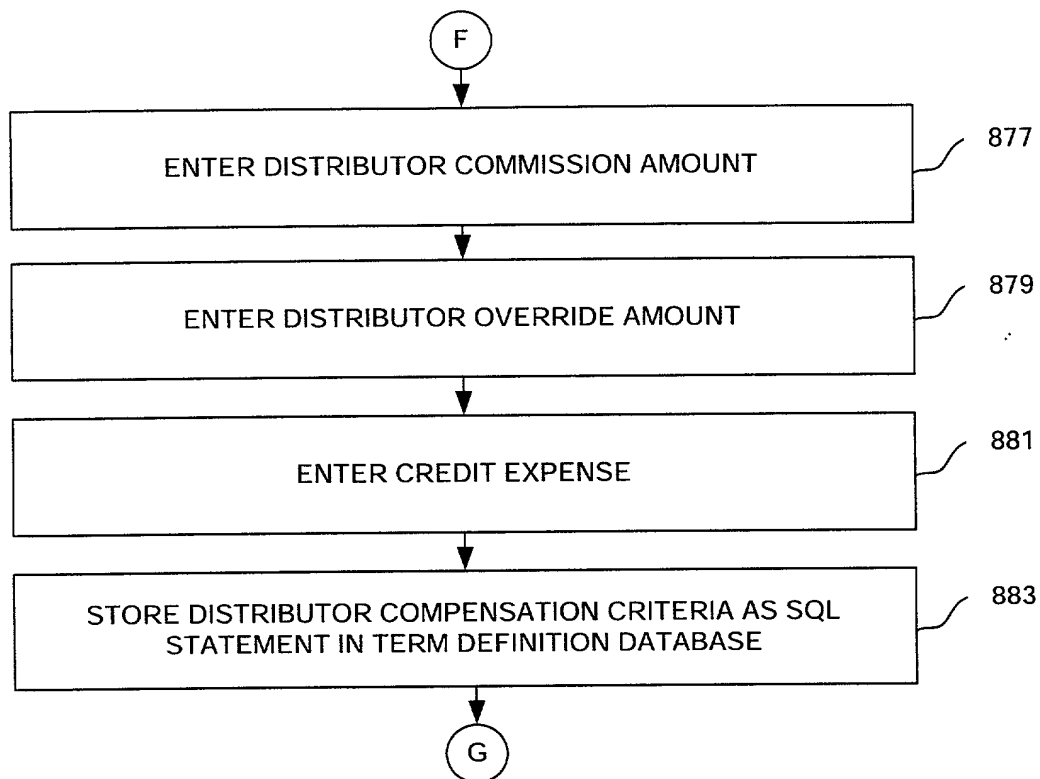


FIGURE 8.H
DEFINE CONTRACT AND PERFORMANCE TERMS

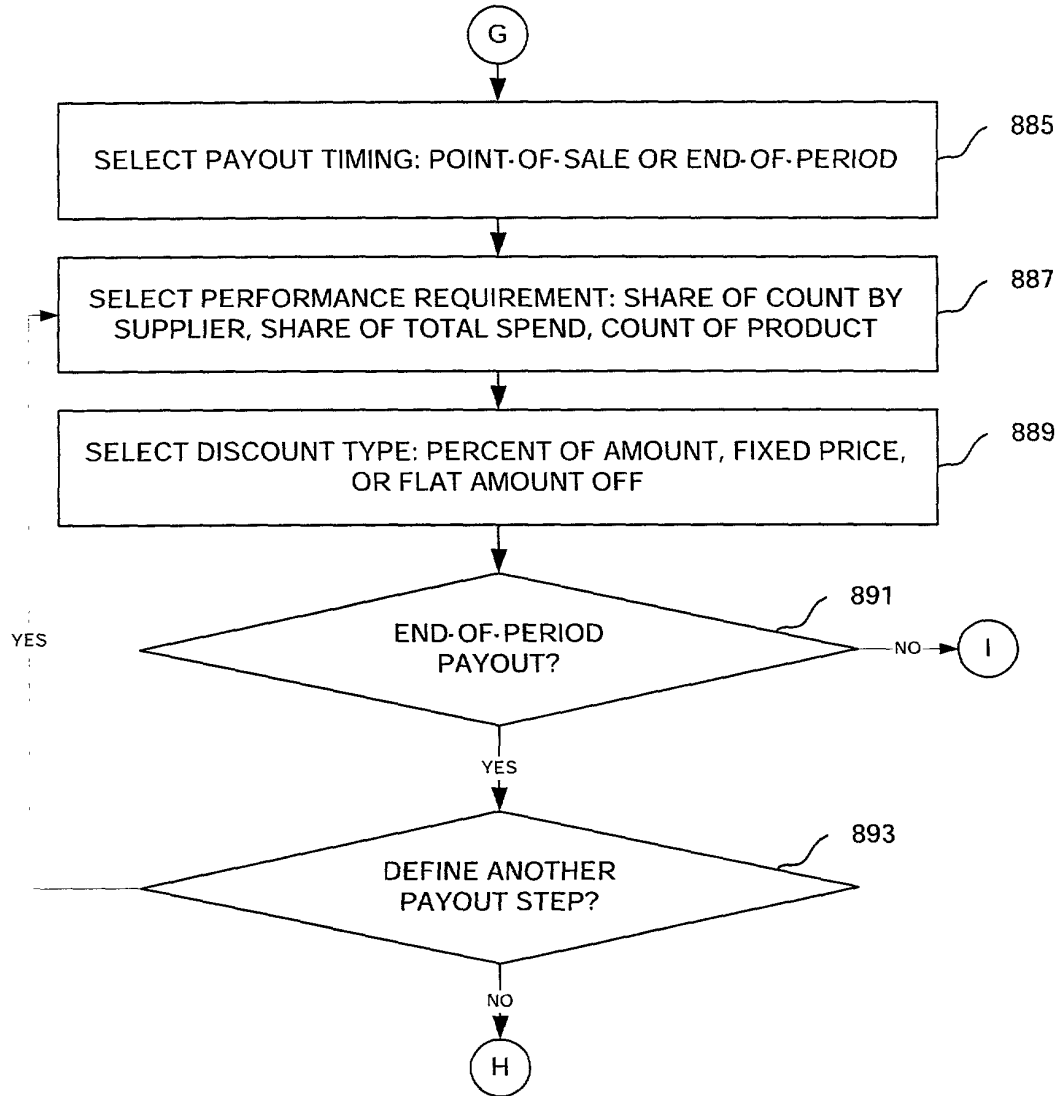


FIGURE 8.1
DEFINE CONTRACT AND PERFORMANCE TERMS

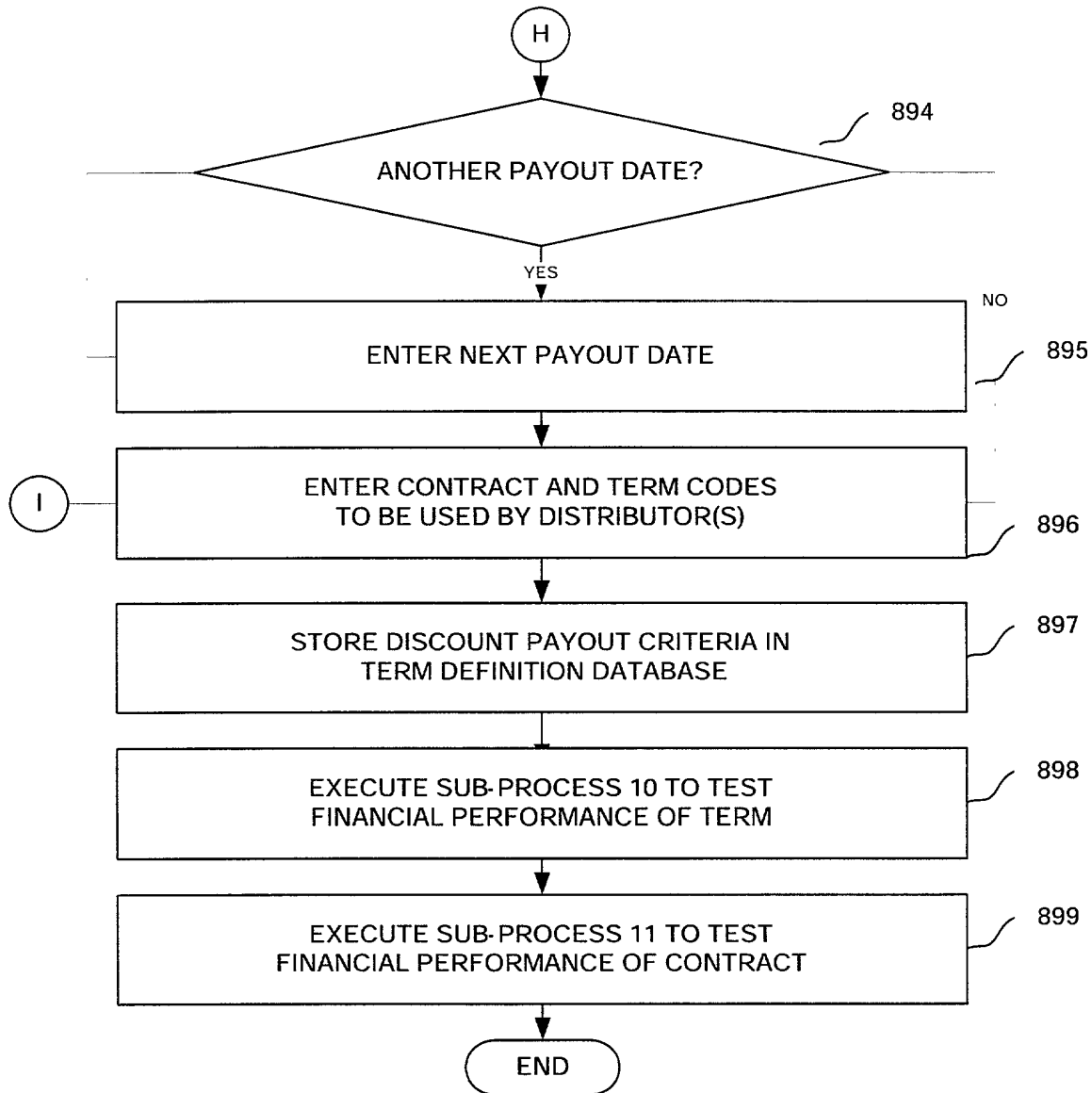


FIGURE 9.A
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

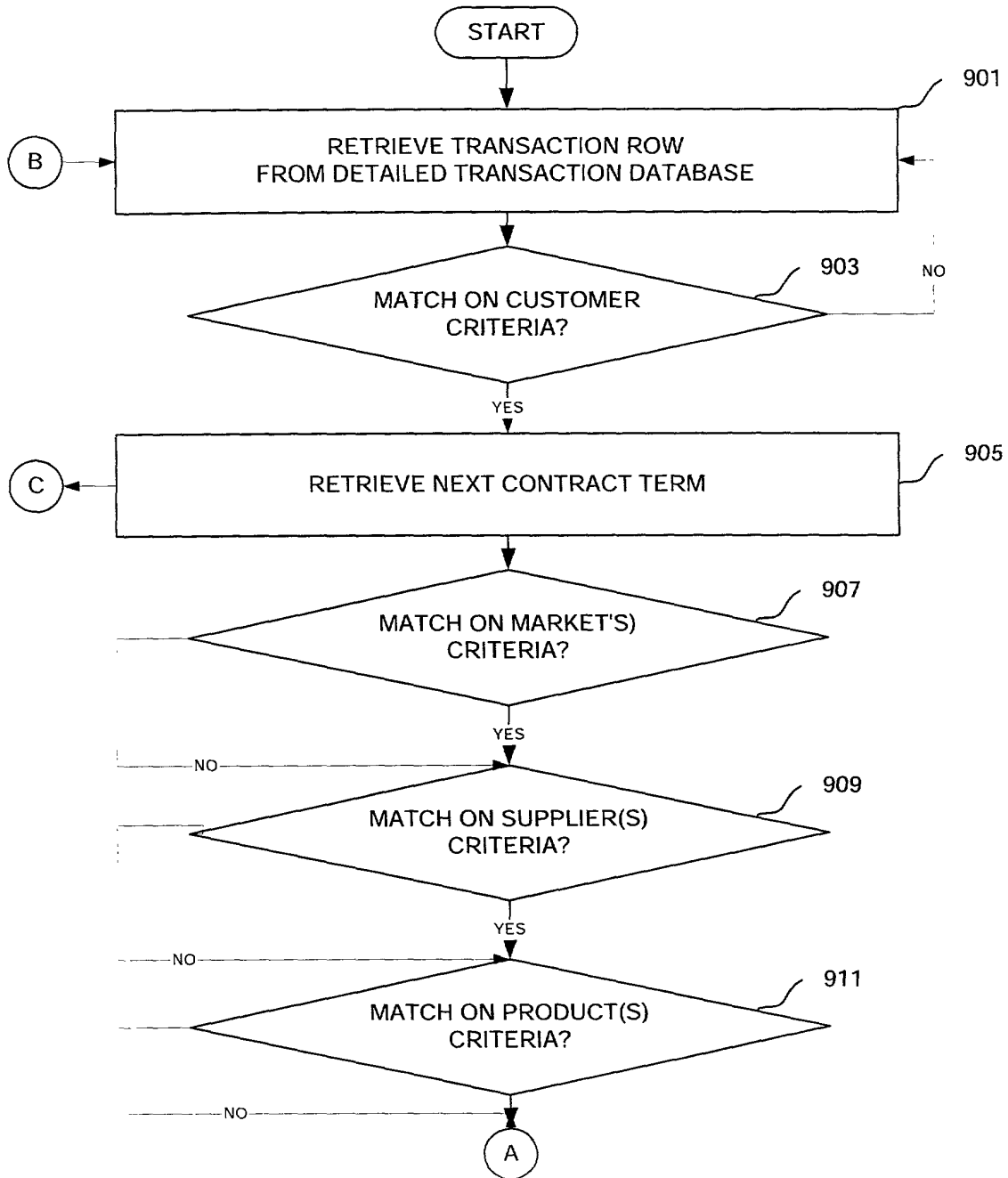


FIGURE 9.B
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

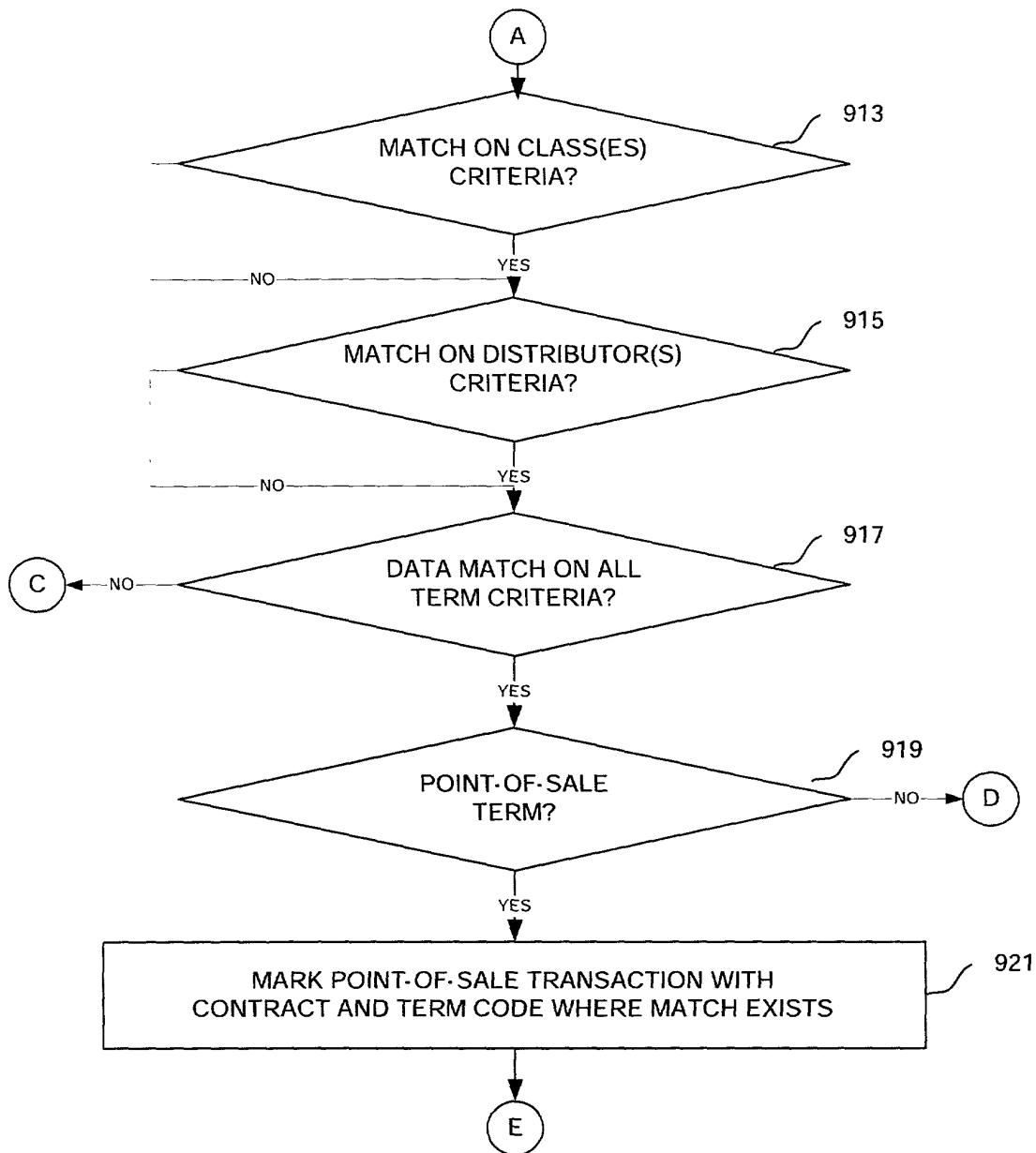


FIGURE 9.C
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

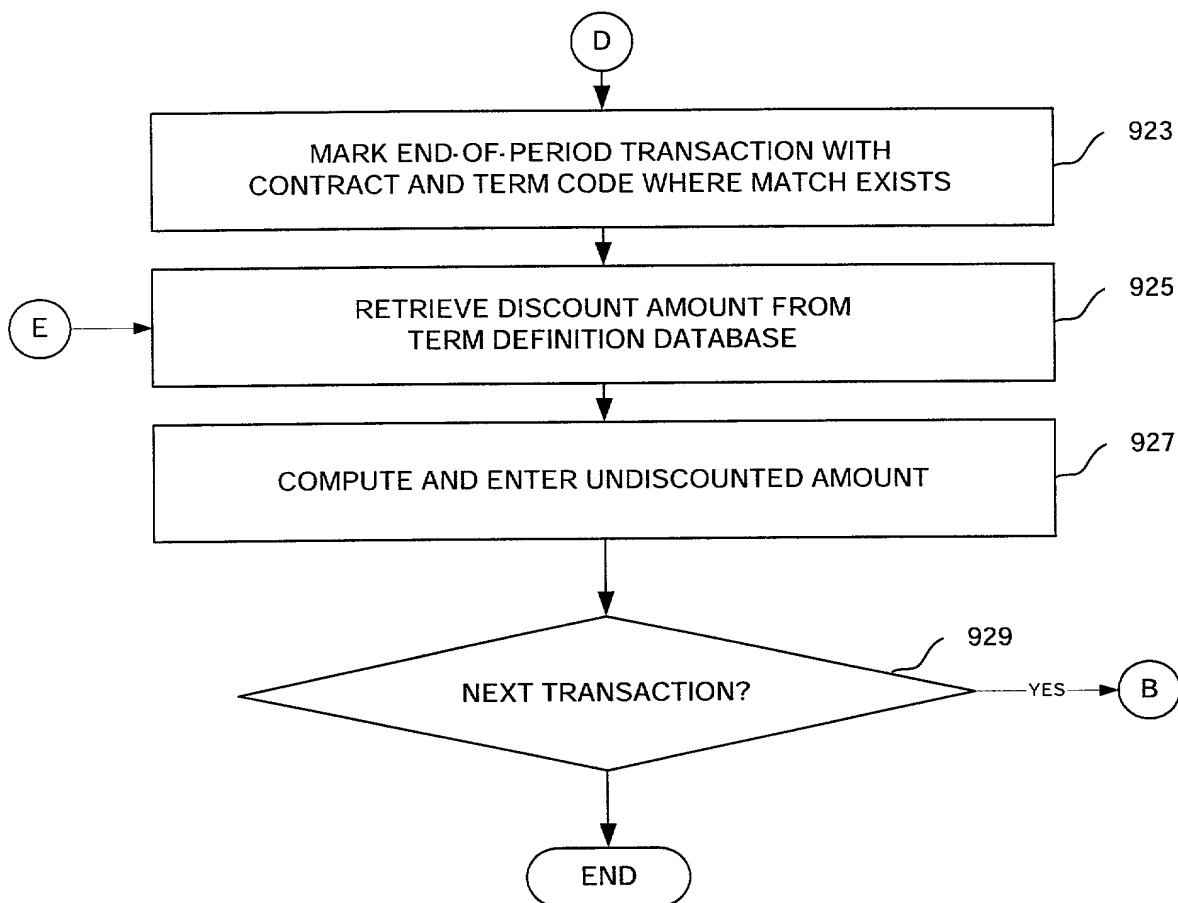


FIGURE 10.A:
CREATE TRANSACTION SUMMARY DATABASE

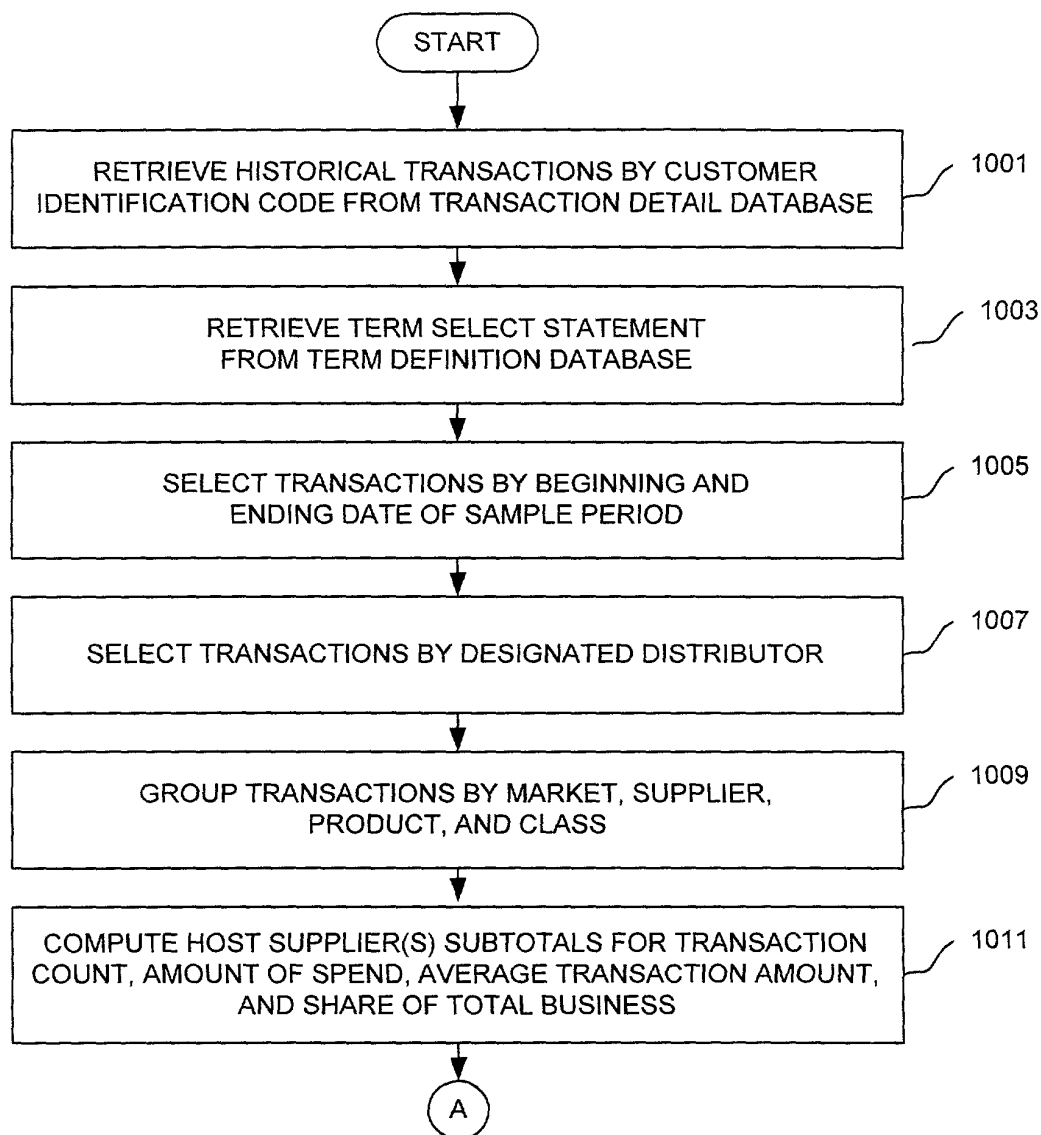


FIGURE 10.B:
CREATE TRANSACTION SUMMARY DATABASE

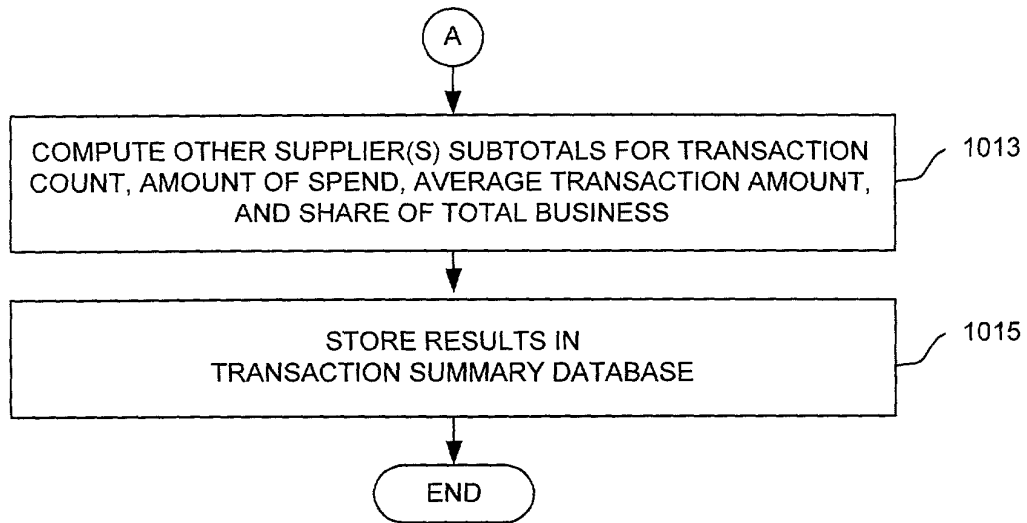
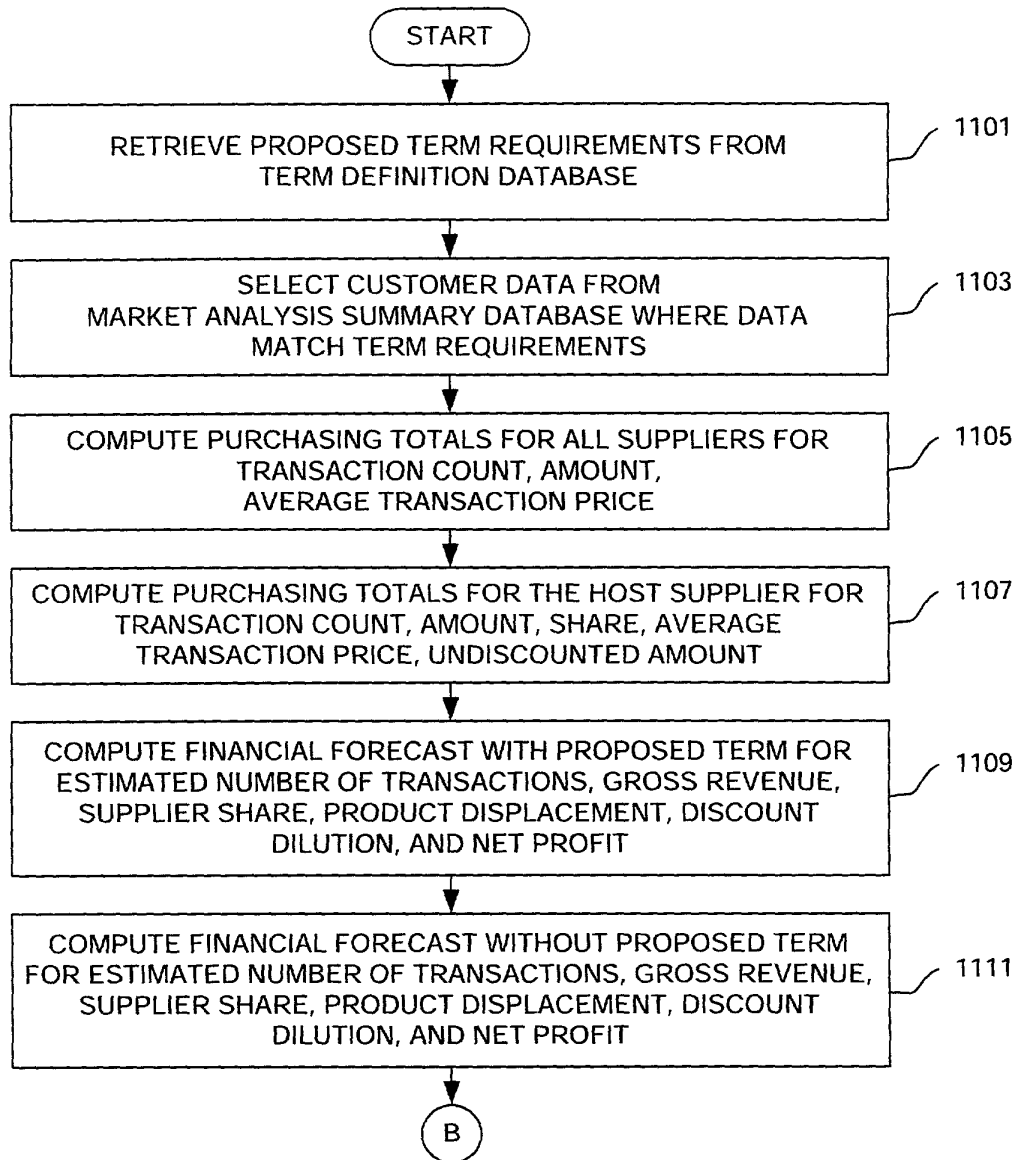


FIGURE 11.A
FORECAST TERM PERFORMANCE



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FIGURE 11.B
FORECAST TERM PERFORMANCE

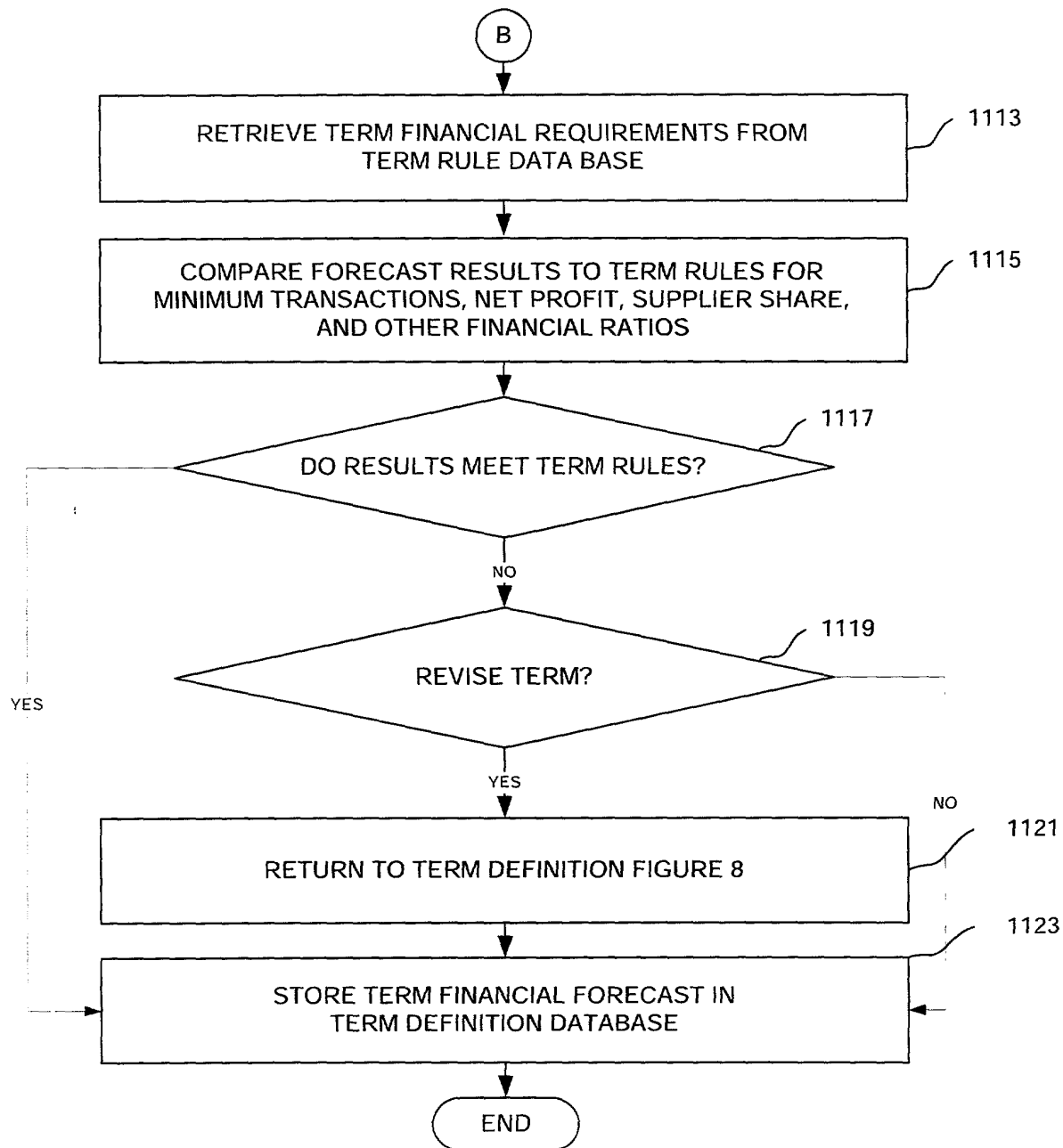
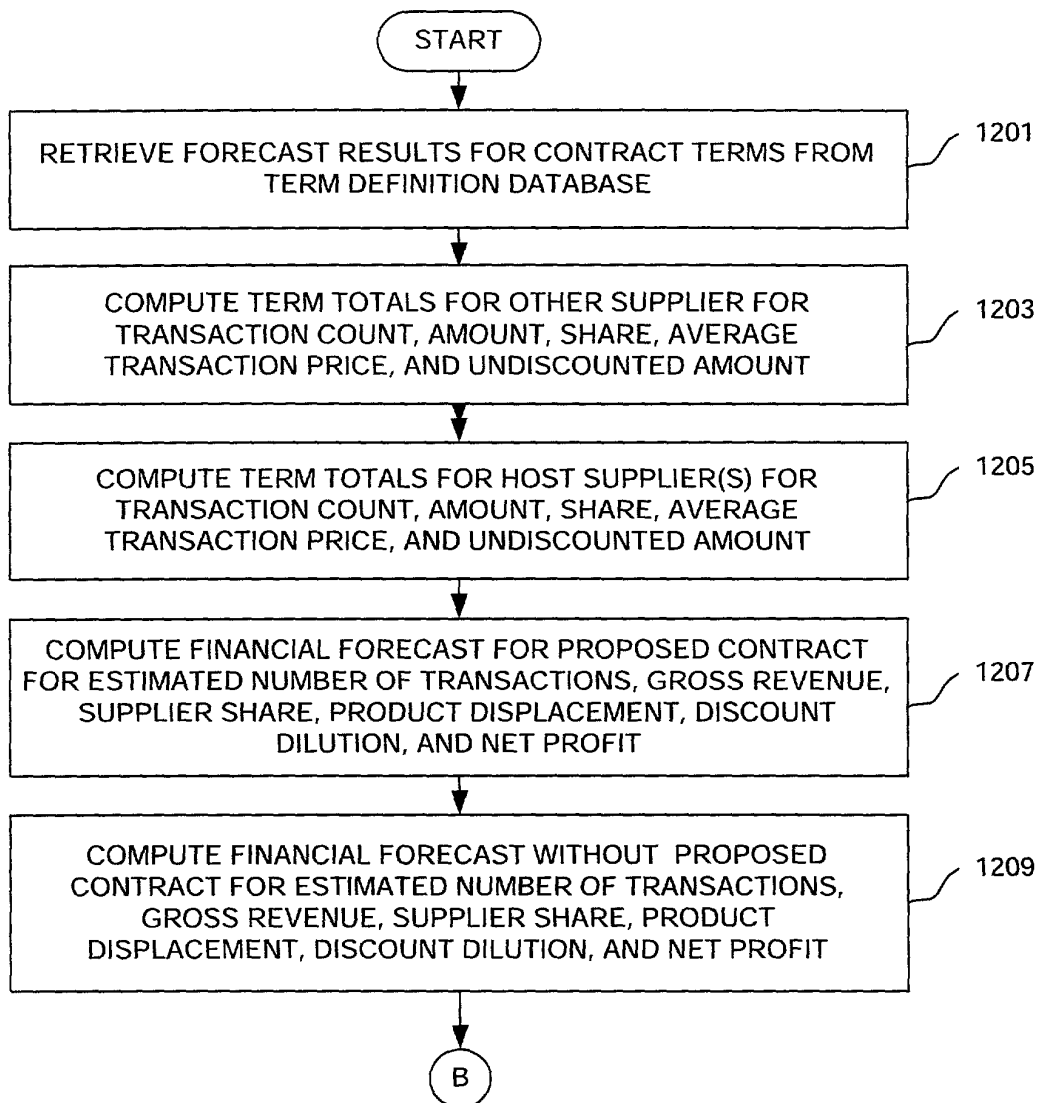


FIGURE 11.B FORECAST TERM PERFORMANCE

FIGURE 12.A
FORECAST CONTRACT PERFORMANCE



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FIGURE 12.B
FORECAST CONTRACT PERFORMANCE

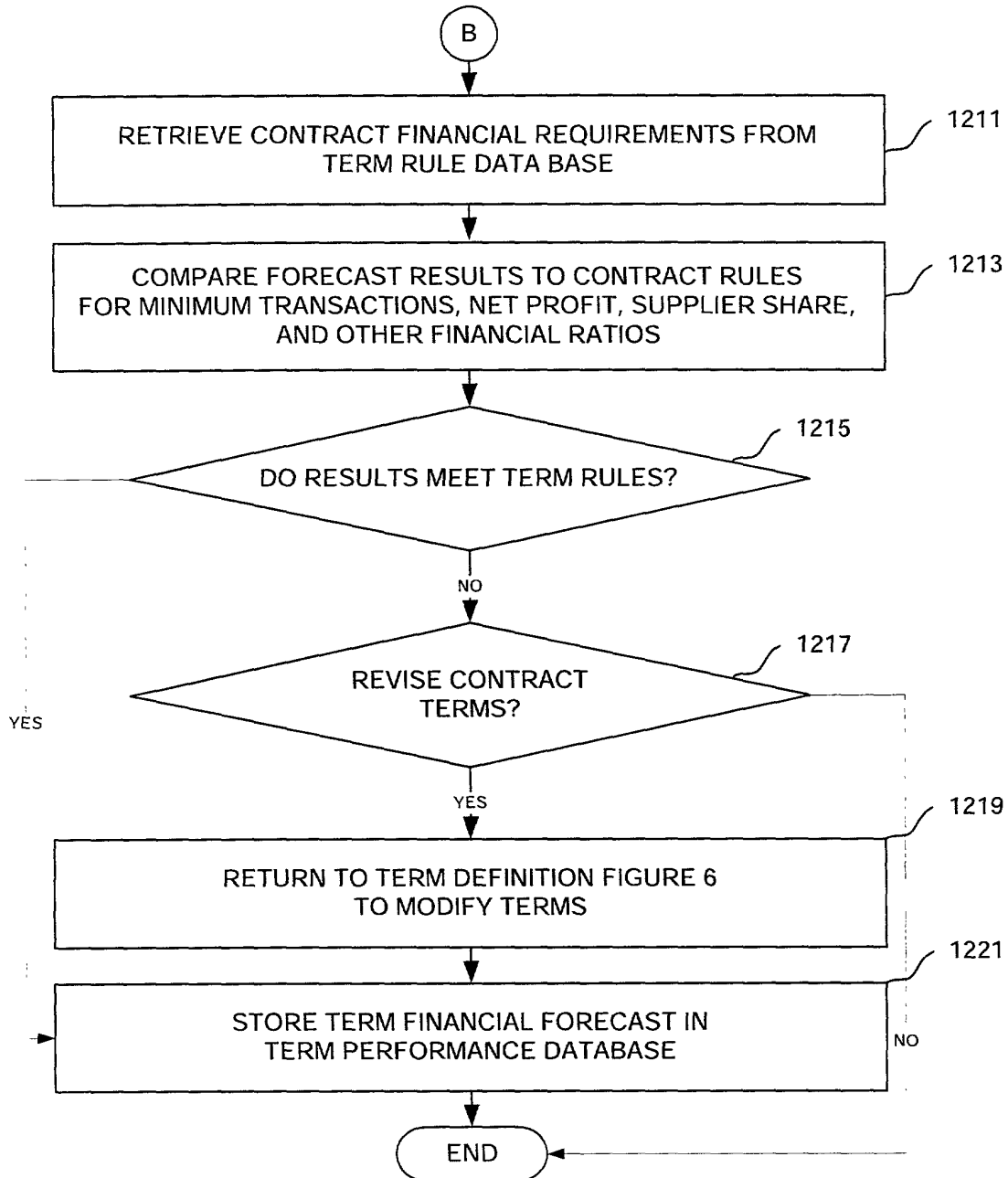
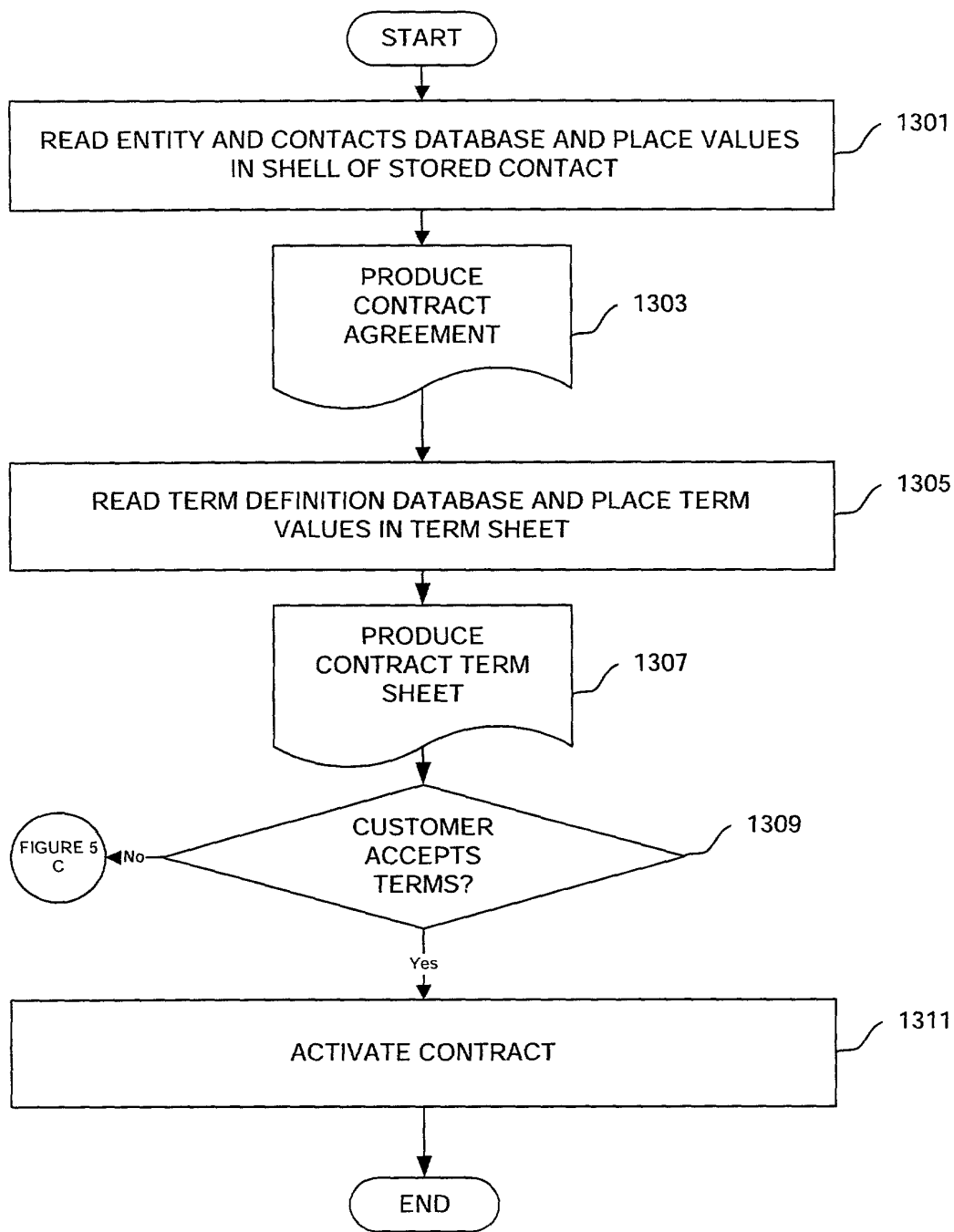


FIGURE 13
PRODUCE AND DISTRIBUTE CONTRACTS AND TERMS



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FIG 13

FIGURE 14.A
AUDIT DISCOUNTED TRANSACTIONS

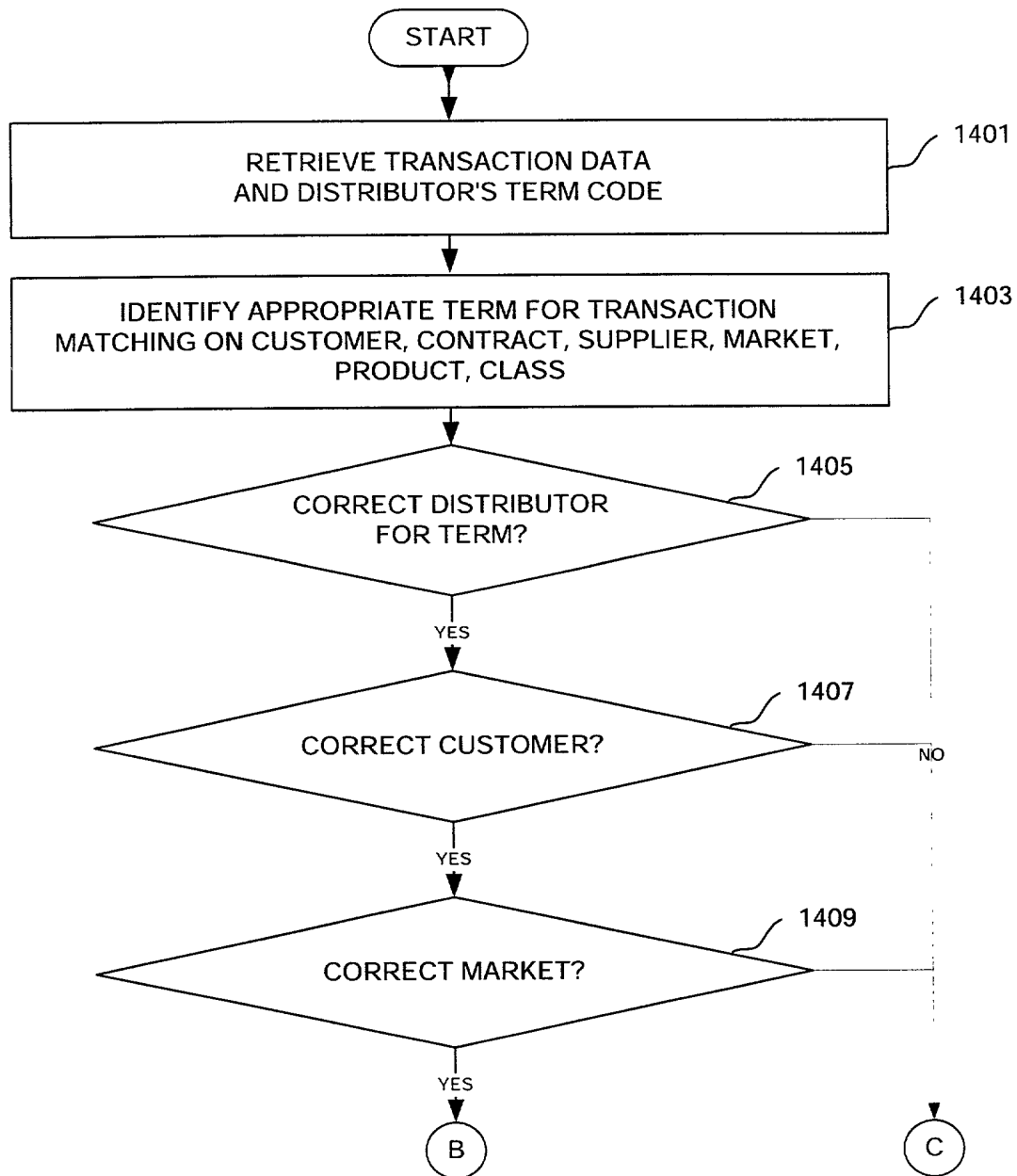


FIGURE 14.B
AUDIT DISCOUNTED TRANSACTIONS

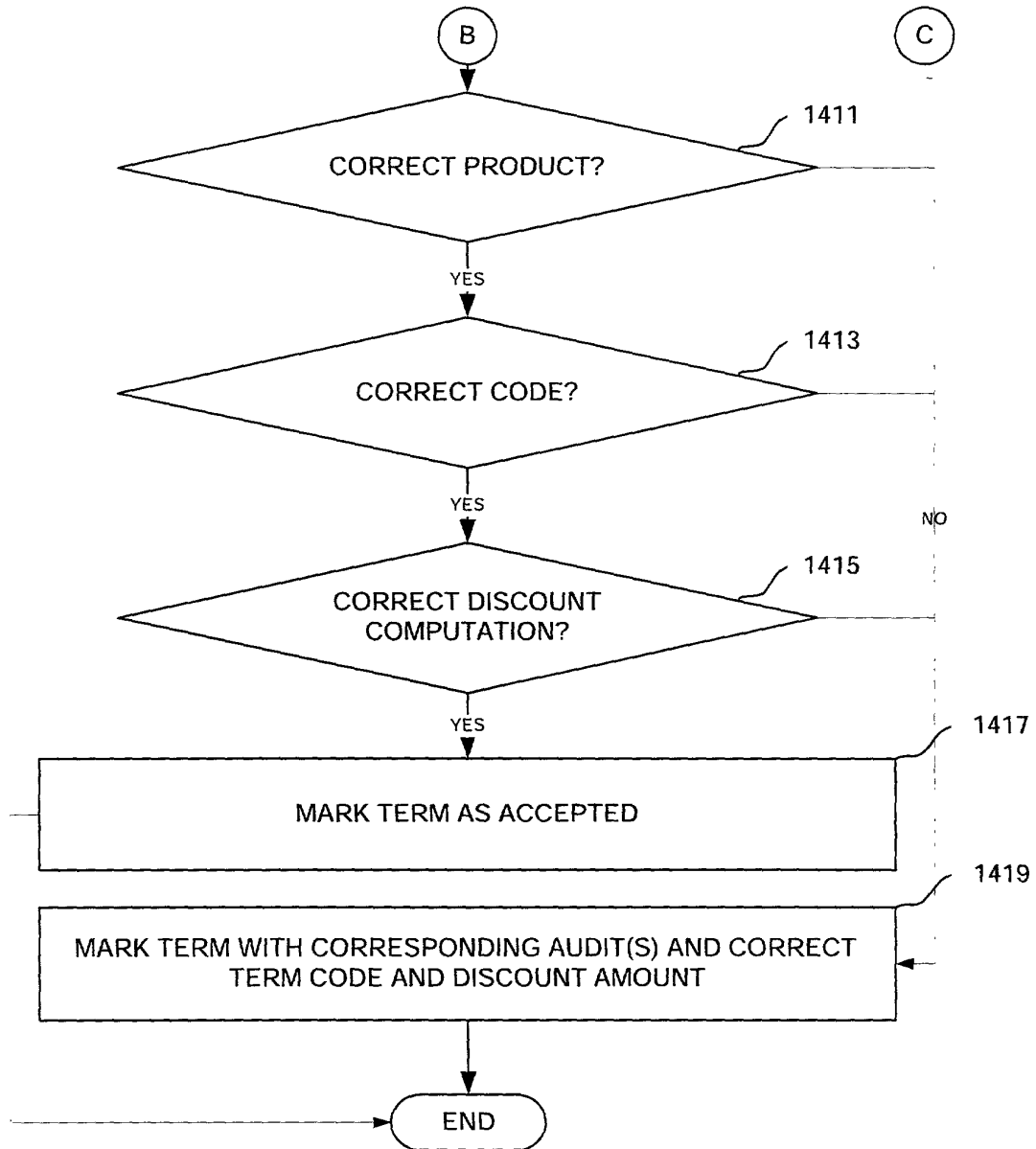


FIGURE 15A:
MEASURE ACTUAL CONTRACT PERFORMANCE

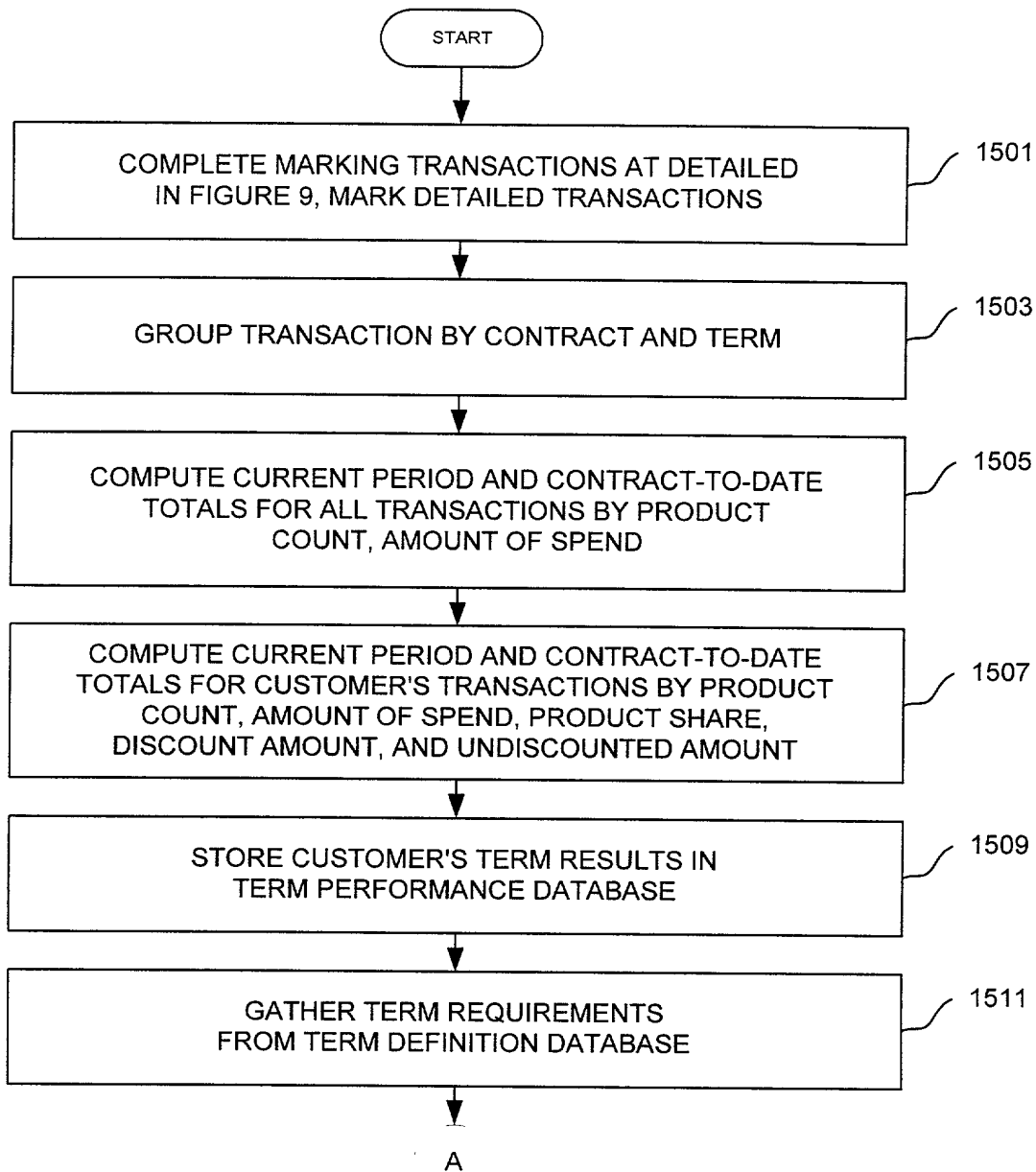


FIGURE 15B:
MEASURE ACTUAL CONTRACT PERFORMANCE

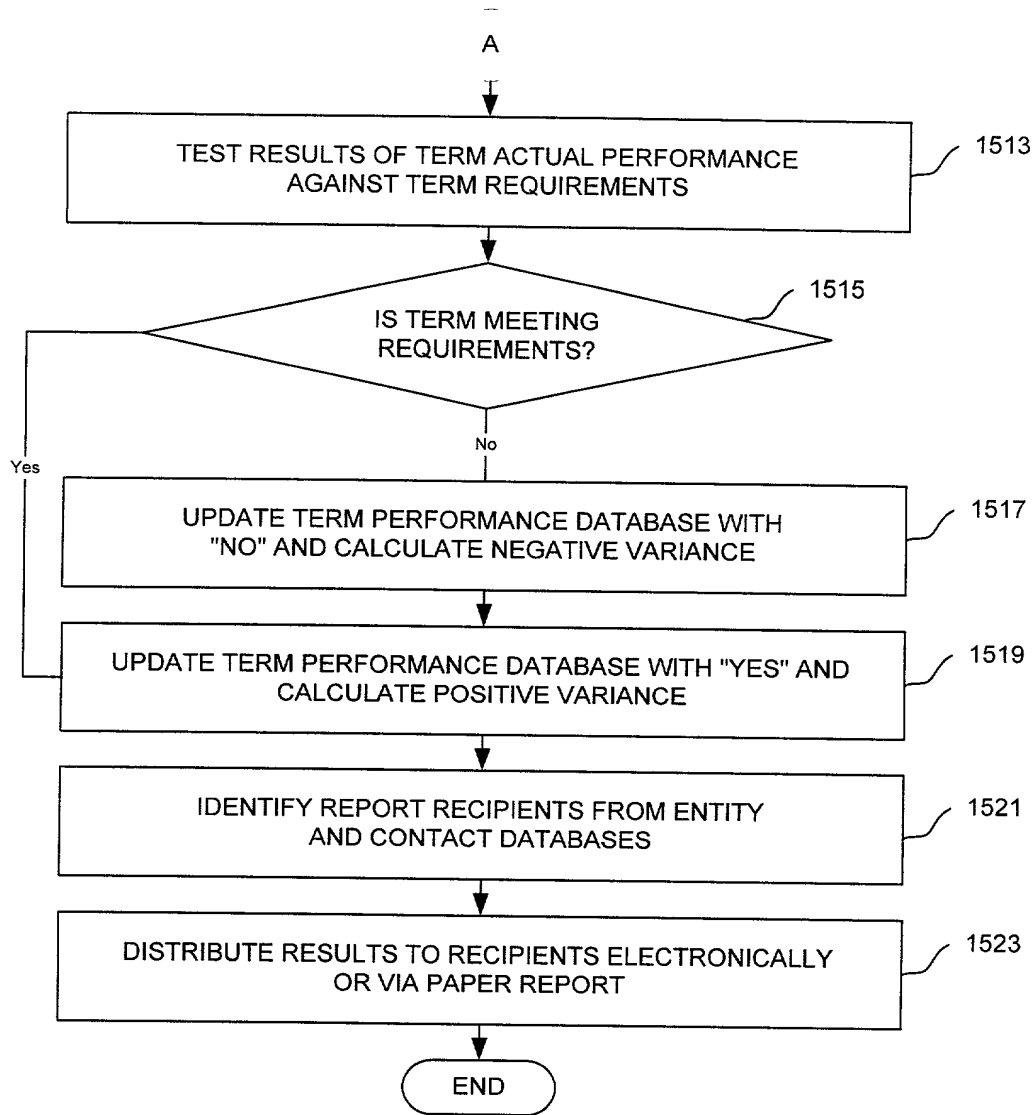


FIGURE 16:
RECONCILE TERM PERFORMANCE

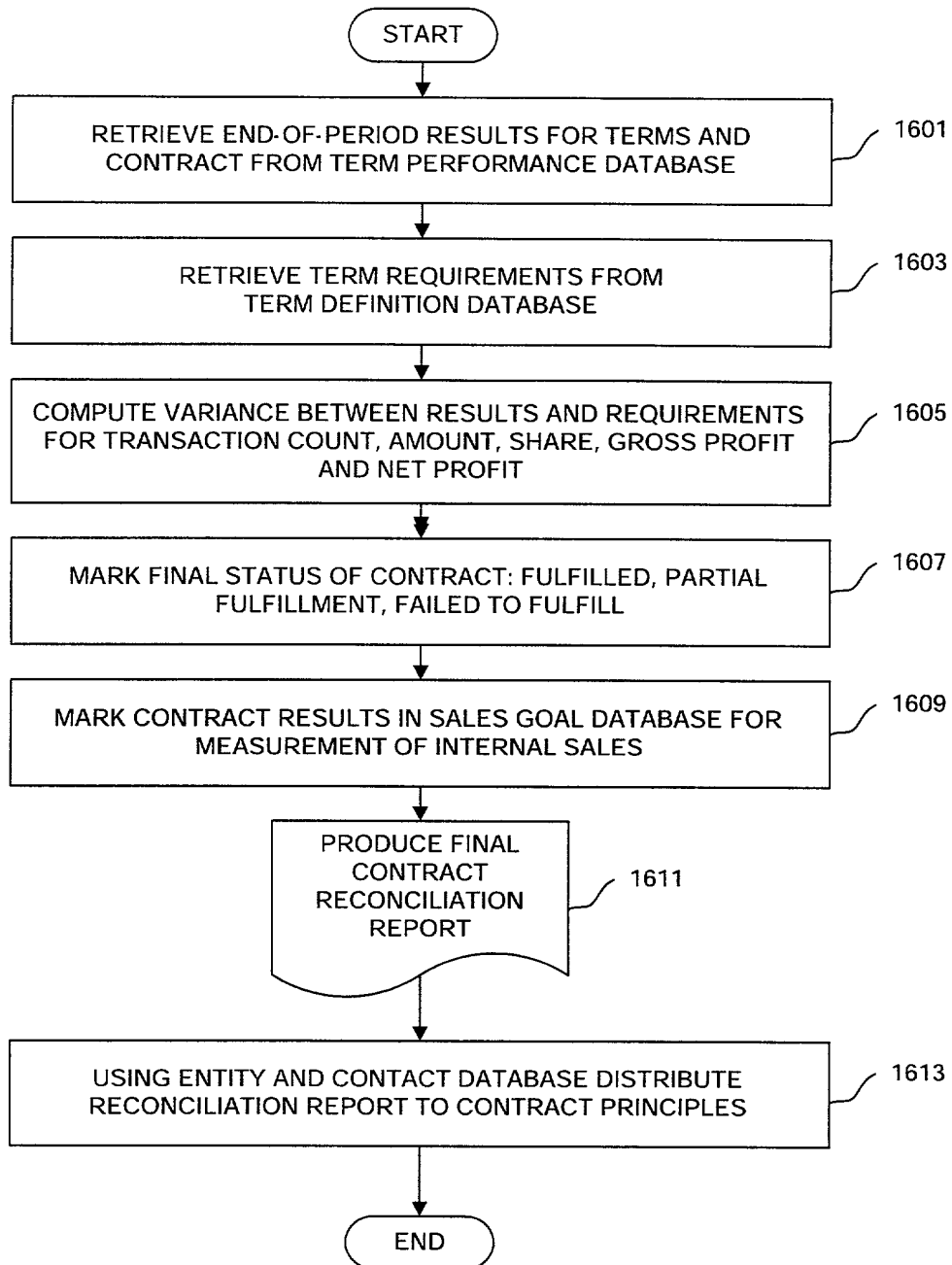


FIGURE 17:
PAYOUT DISCOUNT

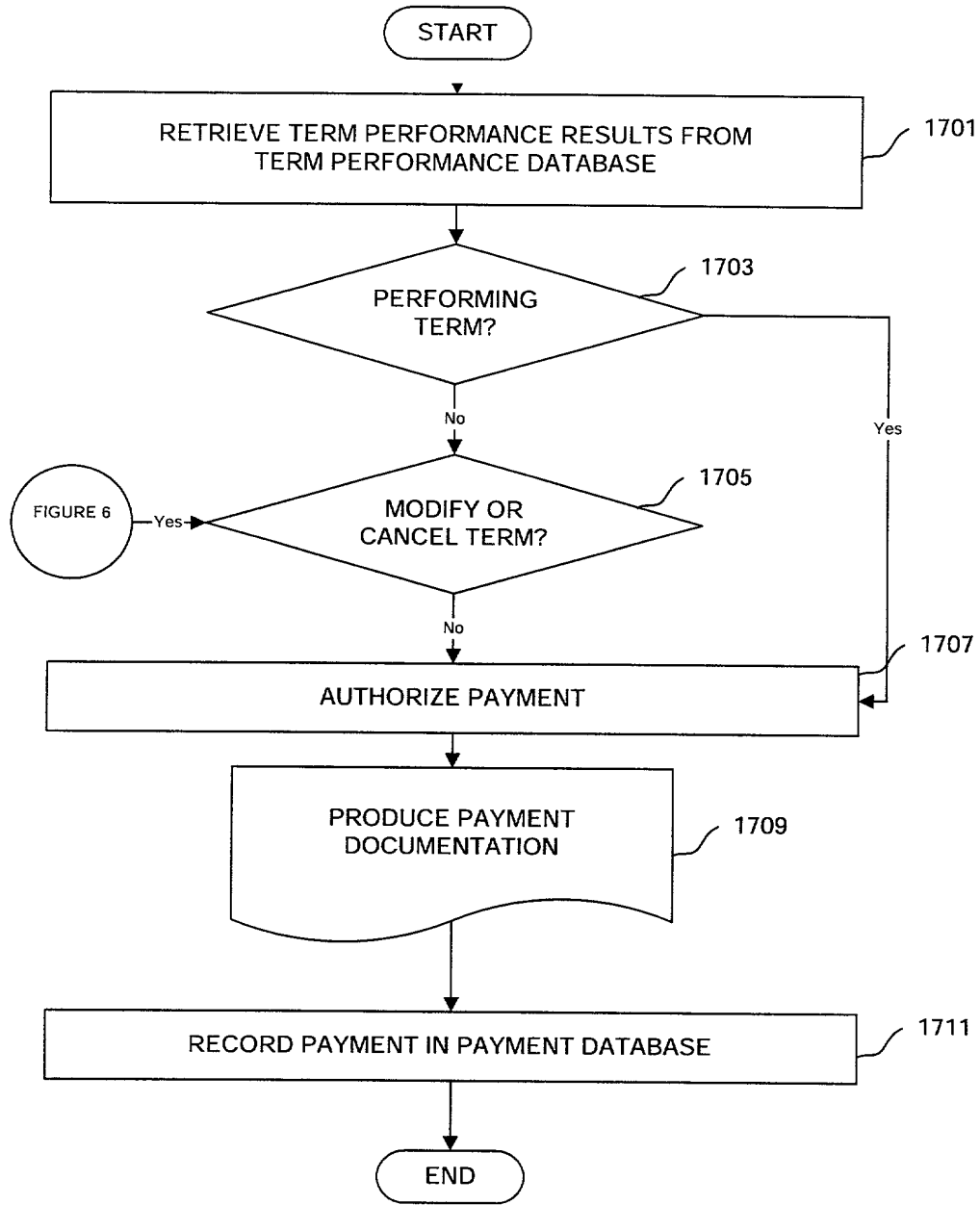


FIGURE 18:
MANAGE SALES GOALS

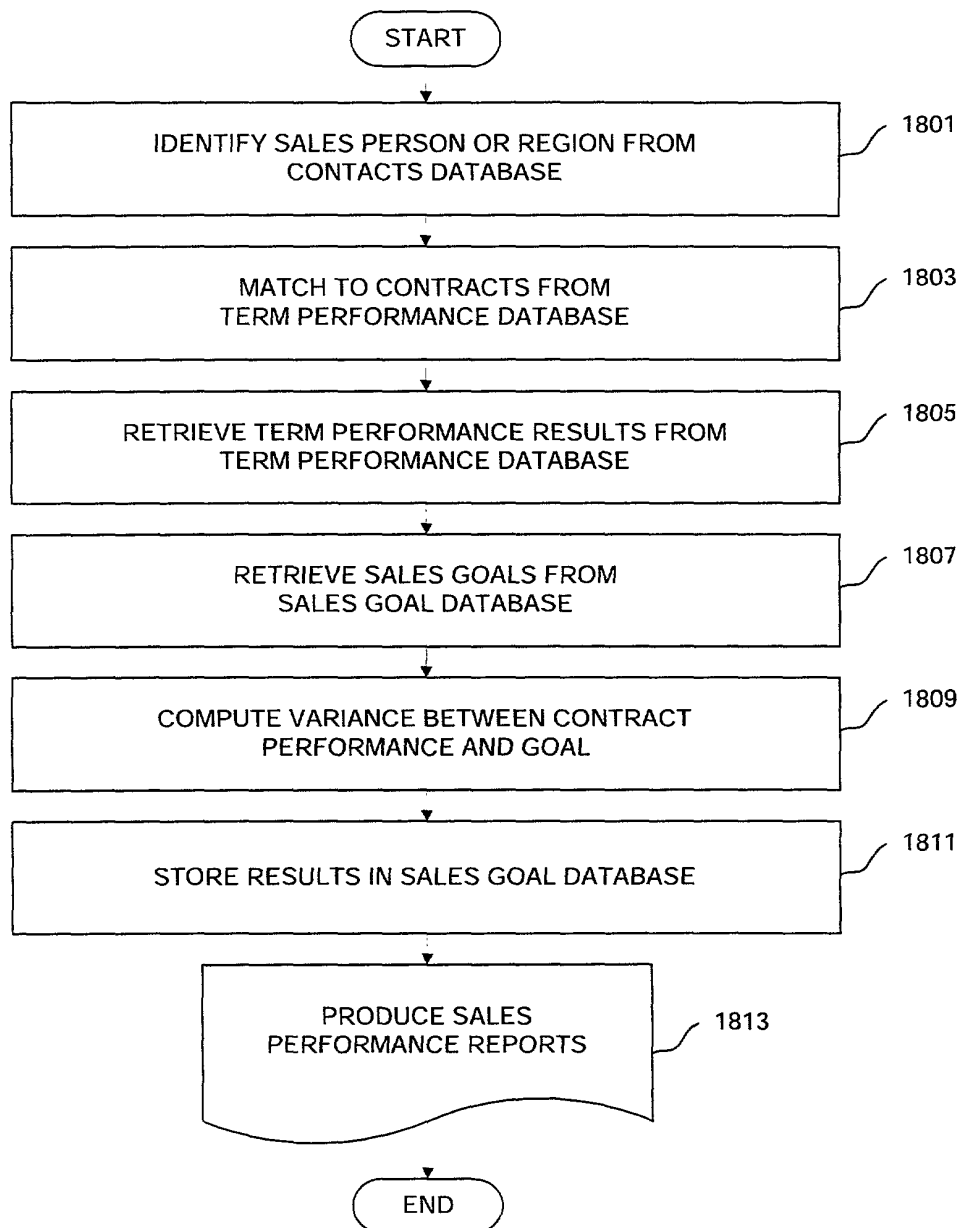


FIGURE 19
TRANSACTION DETAIL DATA SCREEN

1903		1905		1907		1909		1911	
Ticket Number	66044709xx	PNR Locator	BCY245						
Validating Carrier	British Airways	Credit Card	Visa						
Issue Date	01 Jan 2000	Frequent Flyer #	BH12345678						
Passenger	Mr John Doe	Tour Code	14BV						
Company	ABC Company	Commission				\$12.00			
Data Source	Anywhere Travel, Inc	Tax				\$36.00			
Ticket Location	212253xx	Amount				\$1236.00			

Origin & Destination		Previous		Next	
Origin	Albuquerque	Cabin, Fare Type	Business		
Connection	Houston	Fare Basis	J		
Destination	Atlanta	Ticket Designator	66044709		
Carrier	Continental Airlines	Contract	ABC2000	Term	US to US
Operating Carrier	Continental Airlines	Net Amount			\$557.00
Depart Date	16 Jan 2000	Amount			\$600.00
Depart Time	7:40 am	Full Fare			\$800.00
Arrive Date	16 Jan 2000	Low Fare			\$0.00
Arrive Time	2:15 pm	Discount			\$200.00
Trip duration	4:30	Revenue Per Mile			.47

FIGURE 20
MARKET ANALYSIS SUMMARY SCREEN

2003 2005 2007 2009 2011

View Defaults Terms: All View Cabin Gantt Refresh

Term	Market	Cabin	Total Flights	Amount	Host Flights	Host Amount	NAS	Share	Percent of NAS
US to US	CMH - EWR	Economy	1,124	330,154	1,036	308,368	50%	92%	194%
US to US	CMH - EWR	Discount	308	35,593	296	34,676	50%	96%	192%
US to US	CMH - EWR	Economy	2,020	560,058	1,972	546,075	50%	98%	196%
US to US	CMH - EWR	Discount	184	25,647	176	24,199	50%	96%	192%
US to US	CVG - EWR	First Class	8	2,971	0	0	38%	0%	0%
US to US	CVG - EWR	Economy	2,424	717,894	764	205,627	33%	32%	97%
US to US	CVG - EWR	Discount	1,956	400,478	176	19,750	33%	9%	27%
US to US	CVG - EWR	Economy	2,176	622,224	1,424	389,845	33%	65%	197%
US to US	CVG - EWR	Discount	920	172,033	140	13,925	33%	15%	45%
US to US	DCA - EWR	Economy	2,424	314,900	2,424	314,900	100%	100%	100%
US to US	DCA - EWR	Discount	140	9,478	140	9,478	100%	100%	100%
US to US	DCA - EWR	Economy	7,064	906,571	7,064	906,571	100%	100%	100%
US to US	DCA - EWR	Discount	280	18,891	280	18,891	100%	100%	100%
US to US	DEN - EWR	First Class	36	23,197	8	6,510	36%	22%	61%
US to US	DEN - EWR	Economy	52	30,289	20	12,005	37%	38%	103%
US to US	DEN - EWR	Discount	3,244	915,660	500	142,976	37%	15%	41%
US to US	DEN - EWR	Economy	76	46,664	68	41,793	37%	89%	241%
US to US	DEN - EWR	Discount	6,244	1,779,567	3,220	950,316	37%	52%	141%
US to US	DFW - EWR	First Class	24	13,759	12	7,789	29%	50%	172%
US to US	DFW - EWR	Economy	2,808	1,392,186	1,196	586,437	30%	46%	153%
US to US	DFW - EWR	Discount	1,420	564,278	776	316,143	30%	49%	149%
Total			308,904	\$65,053,280	191,512	\$40,266,912			

2001

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FIGURE 21A
DISCOUNT-ON REQUIREMENTS SCREEN

Setup .m

2103 2105 2107

Discount On | Measure On | Financial Terms

-Select-

- Cabin
- Carrier/Validating
- Day of Week
- Fare Basis
- Fare Type
- Flight Number
- Market
- Market Par
- Market Type
- Market Connection
- Market Cross Continent
- Market Cross Country
- Service Class**

Operator

Not equal to

Service Class

T

T

Add Remove

Term

Market Par	Equal to	EWR Newark, NJ/IAD Washington Dulles, EWR Newark, NJ/LAX Los Angeles, CA EWR Newark, NJ/MCO Orlando Intl FL EWR Newark, NJ/MSP Minneapolis, MN EWR Newark, NJ/ORD Chicago O'Hare, IL
Cabin	Equal to	First Class
Day of Week	Equal to	Economy Monday Tuesday Wednesday Thursday Friday
Service Class	Not equal to	T

Update Remove

2101

TOP SECRET 02749760

FIGURE 21B
MEASURE-ON REQUIREMENTS SCREEN

2111 2113 2115

Setup Term Measure On Financial Terms

Discount On Measure On Financial Terms

--Select--

- Cabin, Validating
- Fare Basis
- Fare Type
- Market
- Market Pair**
- Market Type
- Market, Correction
- Market, Cross Continent
- Market, Cross Country
- Service Class

--Direction--

- ☒ Between
- ☐ Directional

--Operator--

Equal to

--Origin--

- ☒ Airport ☐ Metro
- ☐ Country ☐ Continent
- ☐ State ☐ Entity
- ☐ AirportType ☐ Is Online

EWB Newark, NJ

--Destination--

- ☐ Airport ☐ Metro
- ☒ Country ☐ Continent
- ☐ State ☐ Entity
- ☐ AirportType ☐ Is Online

United States

EWB Newark, NJ United States

Add Remove

Update Remove Clone Discount On

2109

FIGURE 21C
FINANCIAL REQUIREMENTS SCREEN

Setup Term

Discount On Measure On Financial Terms

Title Newair

Term Period

Begin Date 01 Jan 1999

End Date 31 Dec 2000

Agency Compensation

Net of Commission

Net of Override

Credit Card

Special Conditions

Discount

Payment

Requirement

Discount

Share of Flights 85%

Percent 20%

Add Remove

Requirement

Discount

Analysis Preview

	All Carriers	No Deal	Current	Proposed	Incremental
Share	37 %	17 %	0 %	20 %	6 %
Passengers	16,984	2,807	13,480	14,439	959
Average Fare	\$321	\$337	\$335	\$265	(\$70)
Gross Revenue	\$5,454,994	\$379,509	\$4,520,016	\$3,824,901	\$2,945,292
Net Revenue		\$508,056	\$3,883,254	\$2,452,944	\$1,944,789
Customer Savings			\$0	\$956,200	\$956,200
Profit/Savings Ratio				1.93	
Profit/Dilution Ratio				4.88	
Fair Share Ratio				2.30	

Check Profitability

Check Share

Acceptable

FIGURE 22:
CONTRACT FORECAST SCREEN

2203		2205	2207	2209	2211	2213		
Title	Requirement Measure	Discount	Incremental	Percent	Profit/Savings	Profit/Dilution	Fair Share Ratio	
Newark	85% Share of Flights	20%	1,844,789	303%	1.93	4.88	2.30	
North America	85% Share of Flights	18%	519,804	26%	0.55	5.04	1.12	
US to Europe	35% Share of Flights	12%	2,295,916	30%	1.03	14.92	0.85	
		Amount	Profit/Savings	Profit/Dilution	Fair Share Ratio			
No Deal Net Revenue		\$10,291,216						
Current Net Revenue		\$34,094,216						
Proposed Deal Net Revenue		\$14,951,724						
Incremental		\$4,660,508	1.1	2.8				
Waivers		(\$20,000)						
Net Profit		\$4,640,508	1.1	2.8	1.0			

2201

2215

Check Profitability
Check Share
Check Volume
Acceptable

FIGURE 23:
ACTUAL CONTRACT PERFORMANCE SCREEN

Contract Term	Host Flights	Market Share	Host Net Amount	Market Share	Measure	Requirement	Variance	Fulfilled
ABC Company								
US48-US48	27,019	83%	\$5,402,028	87%	Share of Flights	74%	-11%	No
IAH-DomesticMarkets	7,698	98%	1,753,937	88%	Share of Flights	92%	6%	No
IAH-LGW/CDG/MAN Term	1,854	93%	3,481,248	92%	Share of Flights	88%	5%	Yes
US48-Canada/LatinAm/Mexico	481	44%	392,840	53%	No Requirement	0	0%	Yes
US48-Europe	250	36%	444,032	34%	No Requirement	0	0%	Yes
IAH-MTY/MEX	193	100%	38,442	100%	Share of Flights	99%	1%	Yes
IAH-BRU/FRA/LHR Term	35	53%	55,392	51%	Share of Flights	60%	-7%	No
US48-AMS Term	23	17%	37,299	18%	Share of Flights	20%	-3%	No
Total	37,443	67%	\$11,876,116	71%				
Minimum	42,775		\$12,179,070					
Contract Performance	-5,332	-14%	\$602,954	4%				No

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